

**Investment Promotion Corporation
and
AMIR**

Amman -Jordan

FINAL

DETAILED SYSTEM DESIGN

FOR

IPC INFORMATION SYSTEM

**(Investor Tracking System
Investor Information Database
Management Information System)**

July 12,1999

CDG / AL JIDARA JOINT VENTURE

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I. SYSTEM OVERVIEW

Based on the provided logical model design of the Investment Promotion Corporation software systems, namely the Investor Tracking System (ITS), the Investor Information Database (IID) and the Management Information System (MIS), as provided by the AMIT IT-Consultant, the system analysts designed a draft physical model for the database structure and the front end programs using a standardized methodology. The system analysts:

- 1 Reviewed for each system its provided file structures in details and the required output in terms of reports, queries and method of display.
2. Designed the process flow for each function that is required and specified in the provided software specifications taking into consideration the security of access and information flow.
3. Based on the findings, the analysts designed the most efficient relational database as measured by response time and ease of access and maintenance
- 4 Designed the input screens to reflect the functional processes. This design is developed and presented in a combination of paper and screens on the computer as a prototype to be reviewed by the AMIR IT Consultant.
5. Similarly, designed the output screens/reports.

The systems are designed using Ms-ACCESS for the front end programs and Ms-SQL Server as the backend and database engine.

It should be noted that all systems have the same style of functions, look and color scheme.

Please note that the word officer in this document refers to the Promotion Officer everywhere.

II. DATABASE STRUCTURE

A. Entity Relation Diagram

Please Refer to ANNEX A

B. Database Dictionary

Please Refer to ANNEX B

111. **SYSTEM PROCESS FLOW DIAGRAMS**

Diagram Name:	IPC System Information Flow
Diagram Level	0

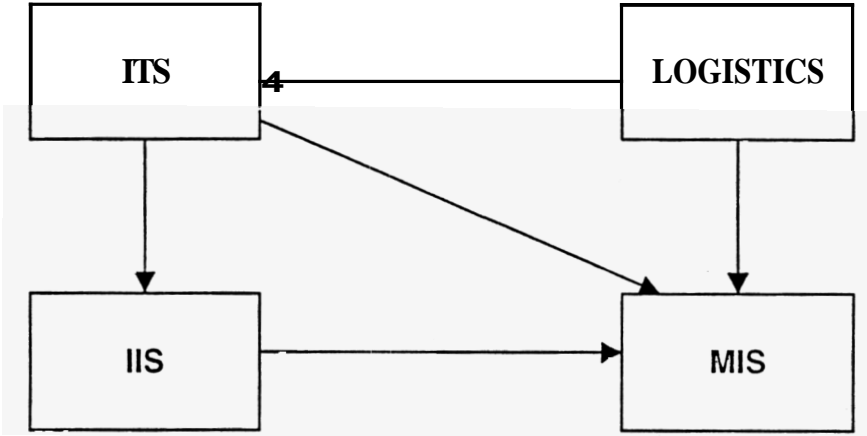


Diagram Name:	Logistics Information Flow
Diagram Level	1

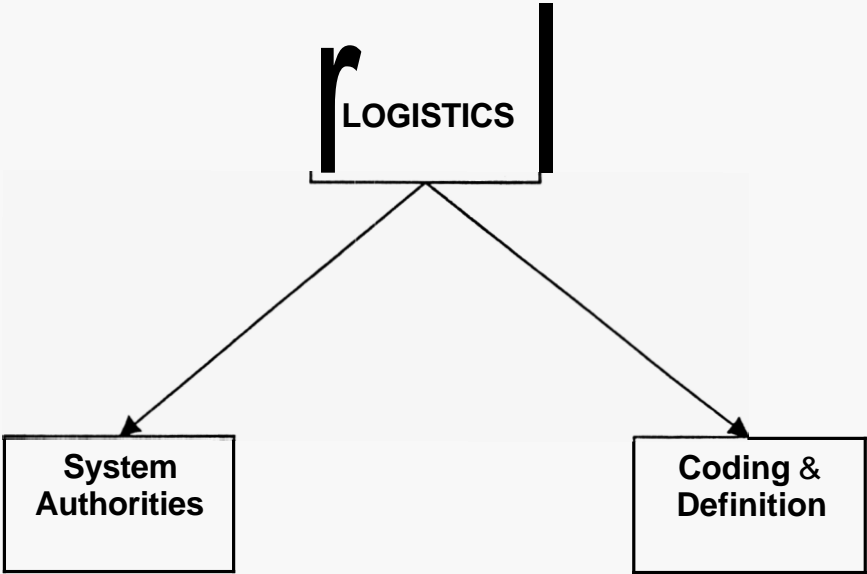


Diagram Name:	System Authorities information Flow
Diagram Level	2

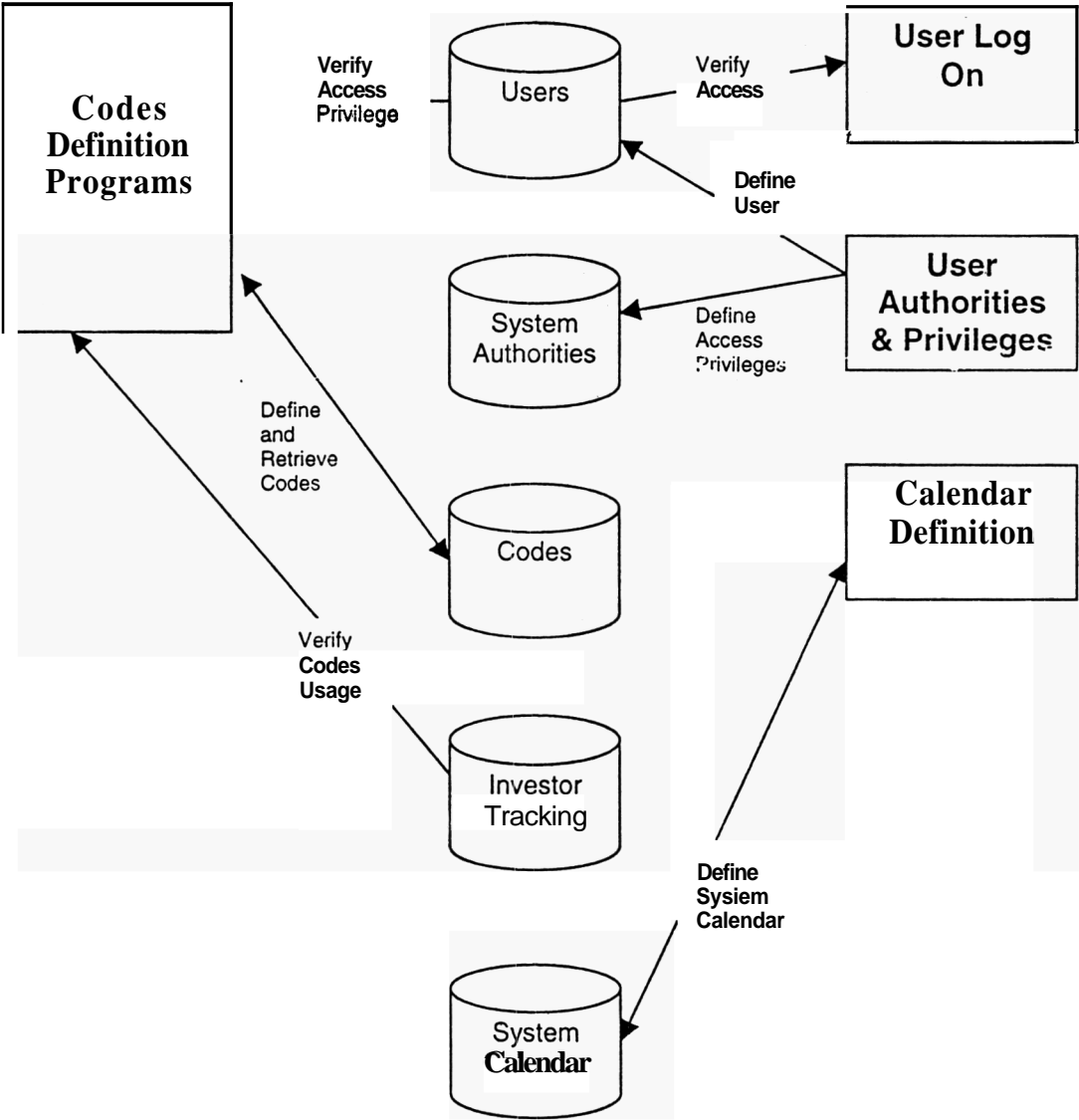


Diagram Name:	Investor Tracking System Information Flow
Diagram Level	1

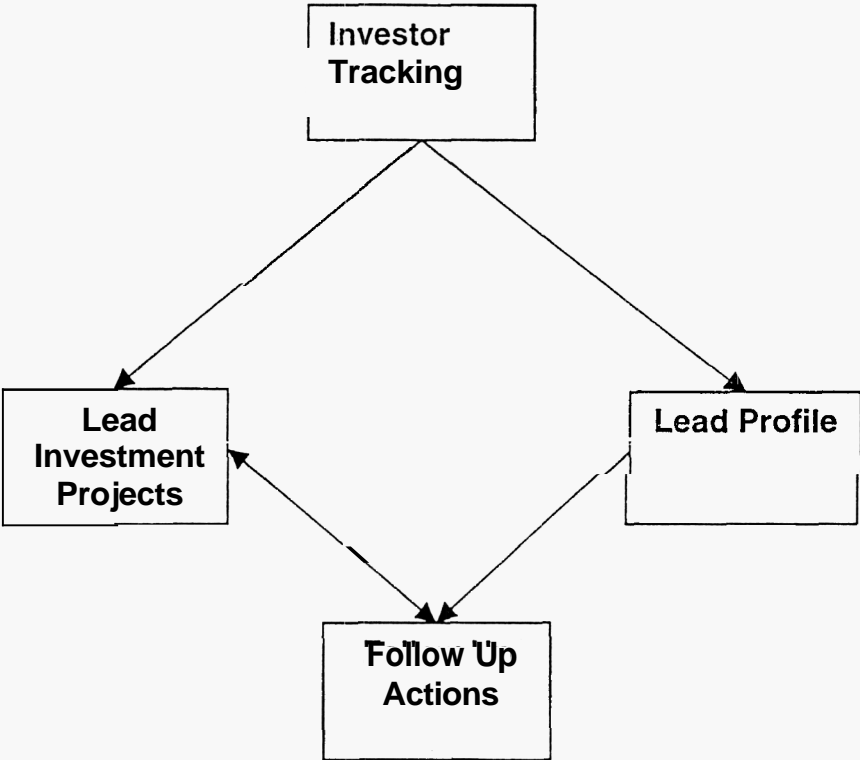


Diagram Name:	Investor Tracking System Information Flow
Diagram Level	2

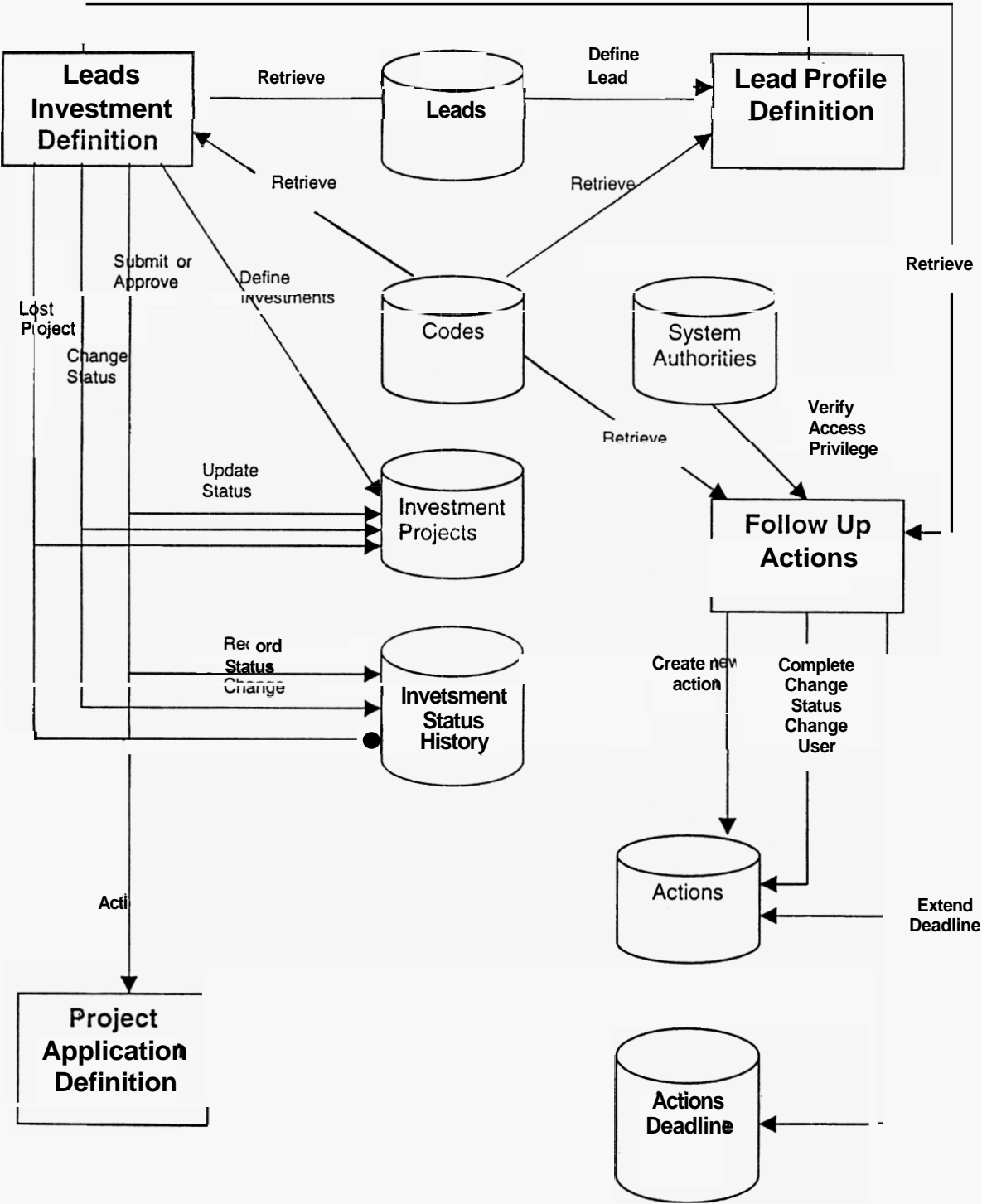


Diagram Name:	Investor Information System Information Flow
Diagram Level	1

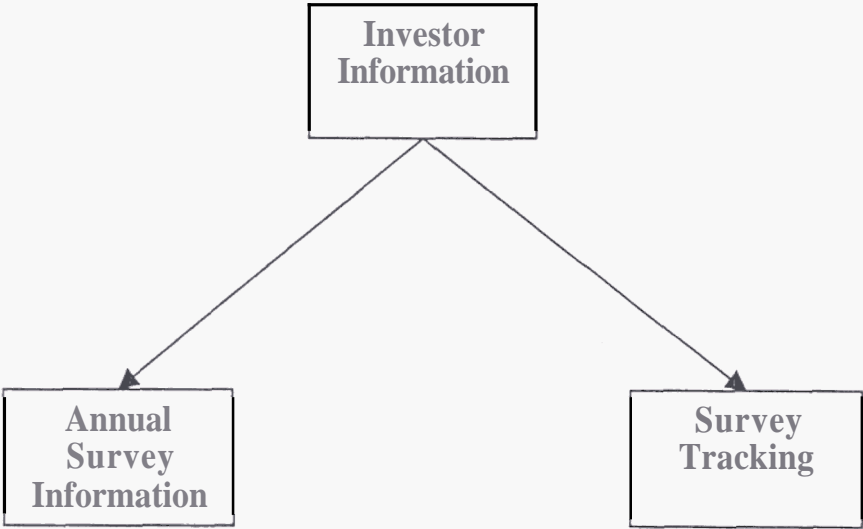


Diagram Name:	Investor Information System Information Flow
Diagram Level	2

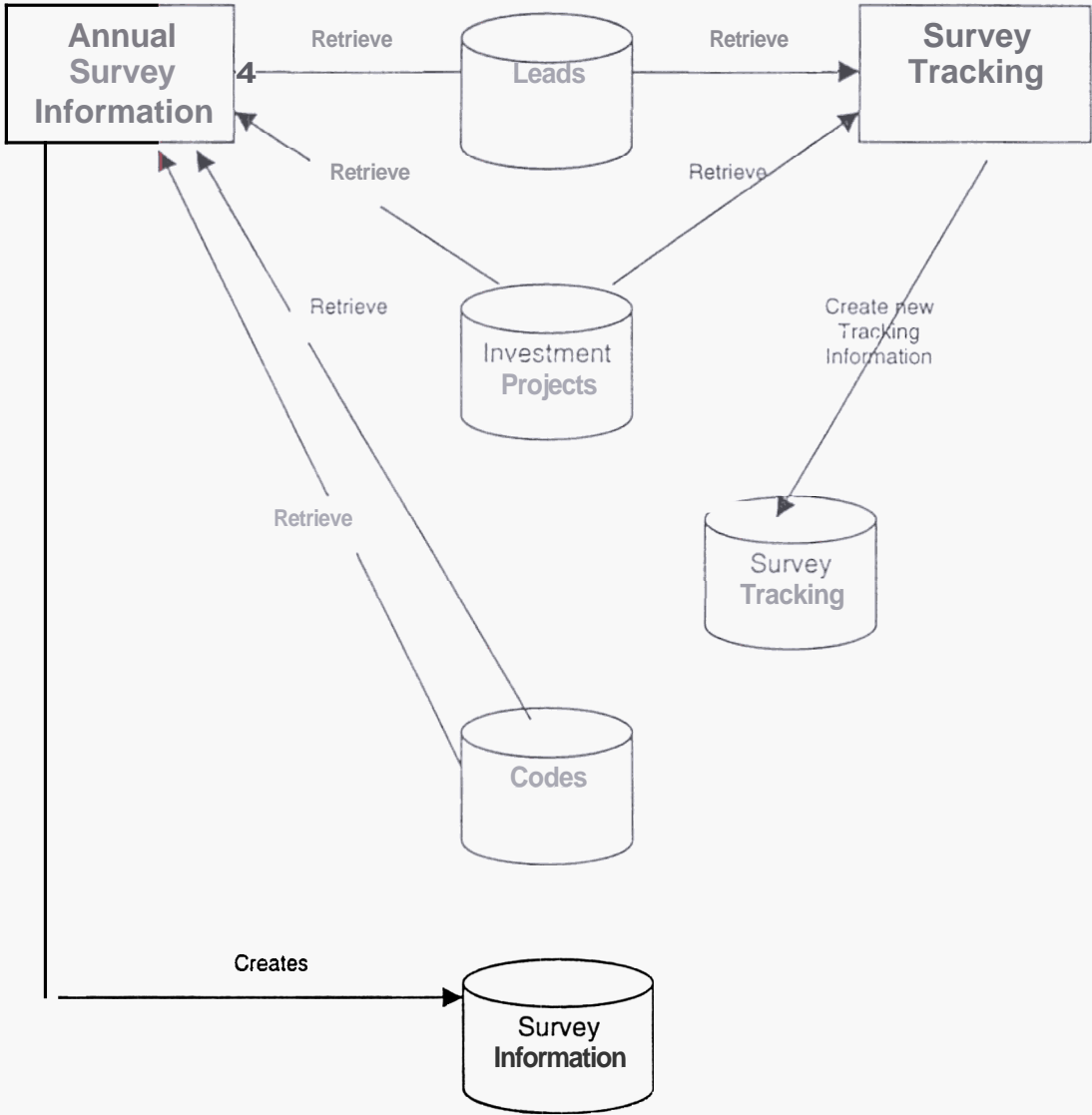


Diagram Name:	Management Information System Flow
Diagram Level	1

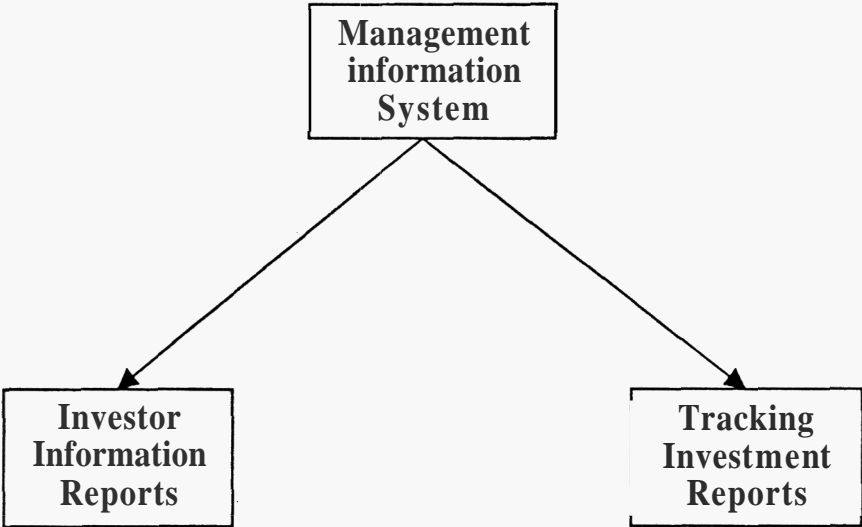
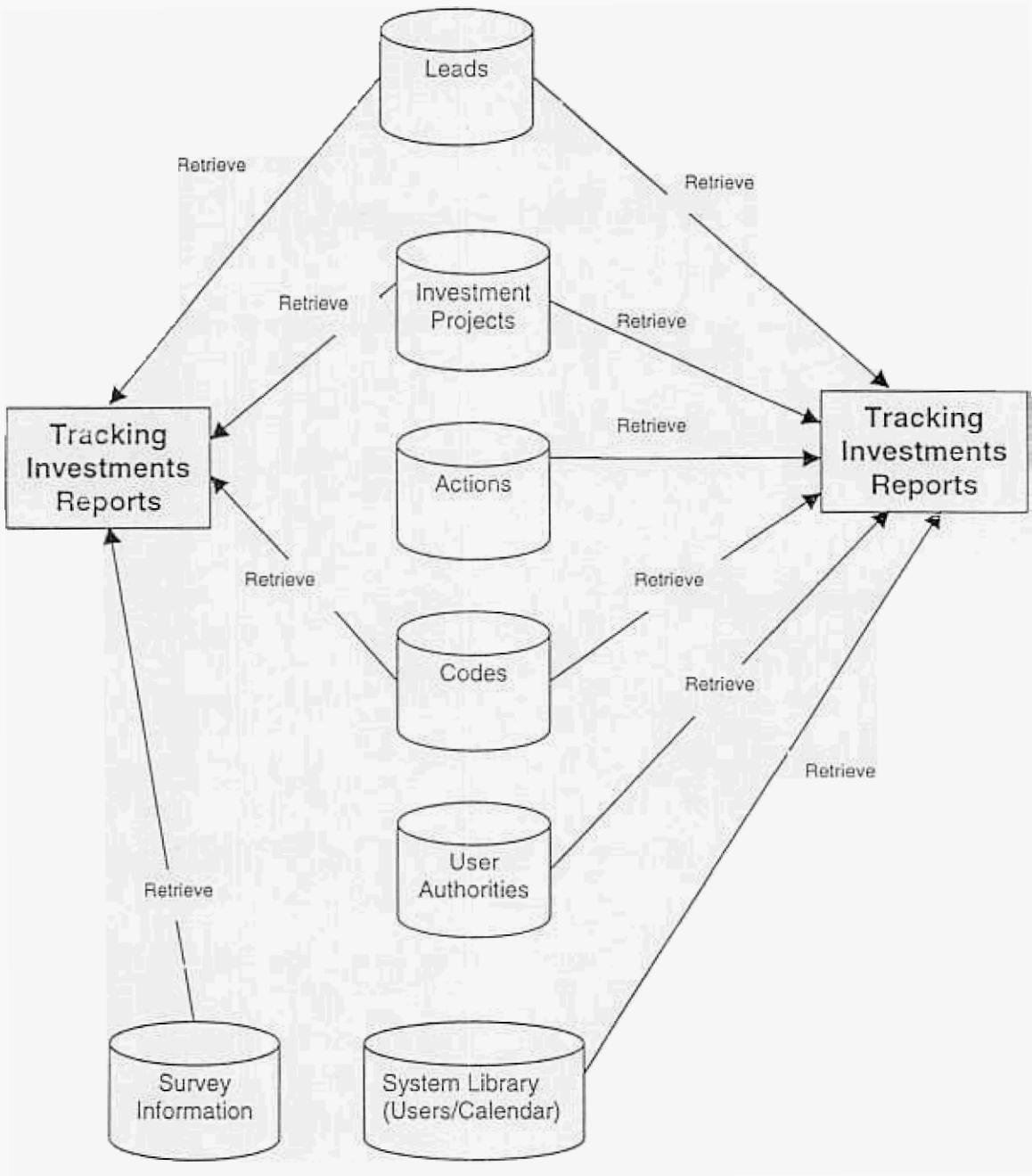


Diagram Name:	Investor Information System Information Flow
Diagram Level	2



IV. STANDARDS AND NAMING CONVENTION

A. Naming Convention

System Modules

Each module of the system is given a two letters ID:

1. Investor Tracking Module: IT
2. Investor Information Module: II
3. Logistics and Codes Definition Module: c
4. General System Library: LB

Database Tables

Each database file has a Long Name and a two letters ID

The long name of a database table consists of the ID of the module that it is mainly created from, concatenated with the full name of the table. For example: "ITLead" is the table of the Lead information created within the Investor Tracking module, while "cInvestorType" is the table holding the codes of the investor types created within the Logistics and Codes Definition module.

Field Names

The field name of a table is composed of the two letters Table-ID and the field name; e.g. AC_ActionType the Action Type field in the ITActions database (AC being the identification of the Table).

The standard naming of the main key fields that identity each file is as follows: Table-ID_Table-IDNo for example LD_LDNo is the main key field of the Lead (LD) information file (ITLEAD). It is the serial number of the Lead.

Each file has an automatically generated number for each record. This field is used internally and is not apparent to the user. The standard name of such a field is Table-ID-Id, for example LD_Id.

Program Names

The names of the entry programs are related to the form/table it is populating. The names of the output/reporting programs are related to the output it is producing concatenated with "_REP" for the reporting criteria definition part of the program, and "_REP2" for the actual output layout part of it.

B. Design Standards

Standard Screen Design

The screenshot shows a software window titled "IPC / MIS" with a menu bar (File, Edit, Tracking, Tracking Reports, Investor Information, MIS Reports, Logistics) and a toolbar. The main content area is titled "Leads Profile - View" and contains a form with the following fields:

- Lead number: 199906002
- Lead name: Microsoft
- Investor type: Multi National
- Investment type: Sole investor
- Address: [Empty field]
- Country: USA
- E-Mail: [Empty field]
- URL: [Empty field]

At the bottom of the window, there is a "Form View" button and a "FLTR" button. The labels "Menu Bar", "Tool Bar", "Main Form", and "Page Tab" are placed above the corresponding elements in the screenshot.

Function

The above display is the standard screen design that is used throughout the programs of the three modules of the IPC/MIS, namely ITS, IID, and MIS. The display is divided into:

1. The Menu Bar
2. The Tool Bar
3. The Main Form
4. The Page Tabs
5. The Page View Form
6. The Functions Bar

1. The Menu Bar

The menu bar consists of the drop down menu items of the systems. The File and Edit items relate to the general system functions as follows:

File Item includes the following standard options:

1. Change Password
2. Print
3. Page Setup
4. Repair Database
5. Compact Database
6. Spelling
7. Exit System

Edit Item includes the following options:

1. Undo (field changes)
2. cut
3. copy
4. Paste
5. Filter
 - ☐ Filter By Selection
 - ☐ Filter By Excluding Selection
 - ☐ Filter By Form (explained below)
 - ☐ Apply Filter/Sort
6. Sort
 - ☐ Sort Ascending
 - ☐ Sort Descending
7. Freeze/Unfreeze Columns

Filter By Form

This tool acts on the values of the filled field within a form. It filters the records related to the form such that a subset of the records that match the inputted criteria of selection is produced using the **AND** function for the specified conditions.

2. The Tool Bar

The following standard tools are used on all displays. ***Effectively use of these tools may help the user in producing all of the inquiries and reports in an adhoc and flexible manner.***

The Form View and Sheef View Tools

The form view displays all the information related to the input form in a form format while the Sheet view tool displays the information in a columnar format whereby all the records related to the input form file are displayed in the sheet.

Direction Tools

The direction tools display the previous, next, first and last records of the specified input form.

Filter by Selection Tool

This tool acts on the selected field within the specified form such that all records related to the input forms and that have similar value of the chosen field are filtered. Filtered records are a subset of the total records of the form that satisfy the filter condition: they can be displayed in a sheet or form view. This tool maybe used consecutively such that a newly specified filter condition will act only on the previously filtered (selected) records to further sub-select the records matching the new filter condition; i.e. an **AND** condition is executed in each filtering action.

Filter by Exclusion Tool

Similar to the Filter by Selection Tool, except that the filtered records satisfy the negation of the selected field value (i.e. not equal condition).

Filter For: Tool

This tool allows the user to enter the desired filter value and condition of the selected field. Conditions such as > , < , <> , >= , <= , between , *xxx* , etc.. certain specified values of the field are valid in addition to an OR/AND combination of conditions.

Remove Filter Tool

This tool deletes the active filtering action of the records and re-displays all of the available records related to the form file.

Show Filter Tool

This function displays the currently active filter or nested filters of the displayed records.

Sort Ascending/Descending Tools

Both of these tools sorts all the records related to the form whether in an ascending or descending manner according to the selected field.

The Find Tool

This tool acts on the value entered in a specified field on the form. It searches all the records related to the form either by matching that value with the chosen field values or by locating that value inside any field of the records related to the form. The matched record is displayed. The search may be continued in an upward or downward direction.

The Print Tool

This tool displays a list of reports that can be generated by the user for the chosen form. The user may select a report to either view its result or print it out.

The Summation Tool

This tool sums up the value of the chosen field across all of the records related to the form or the filtered subset of them, e.g. Cost of Action.

The Calculator Tool

This tool displays the calculator for the user.

3. The Main Form View

This view displays and allows the manipulation of the fields of the form selected from the main menu options. These fields may be displayed directly on the main form or within a page structure as explained below.

4. The Page Tabs

These page tabs act as bookmarks of the information related to a specified form. Each page tab will display the fields related to the main form either as a one-to-one relation or a one-to-many relation. This page structure serves the purpose of consolidating related information fields in one view, making it easier for the user to manipulate the information.

5. The Page View Form

Each page tab displays the fields it describes either in a form view or in a sheet view. The page may display for manipulation in a form view the information that is uniquely identified by the main form key, or may display in a sheet view, several records of information that are related to the main form in a one to many relation.

6. The Functions Bar

Similar to the tool bar except the displayed icons activates functions that operate as data manipulation of the records of the form. This bar includes standard functions, and in some views, specialized functions that relate to the chosen form only. The following are the standard functions:

Add Function: Activates the Add Mode and clears the fields displayed in the form in preparation for the new entry of a record in the database.

Edit Function: Activates the Edit Mode and allows the displayed fields to be modifiable in preparation for editing the information within the record of the database.

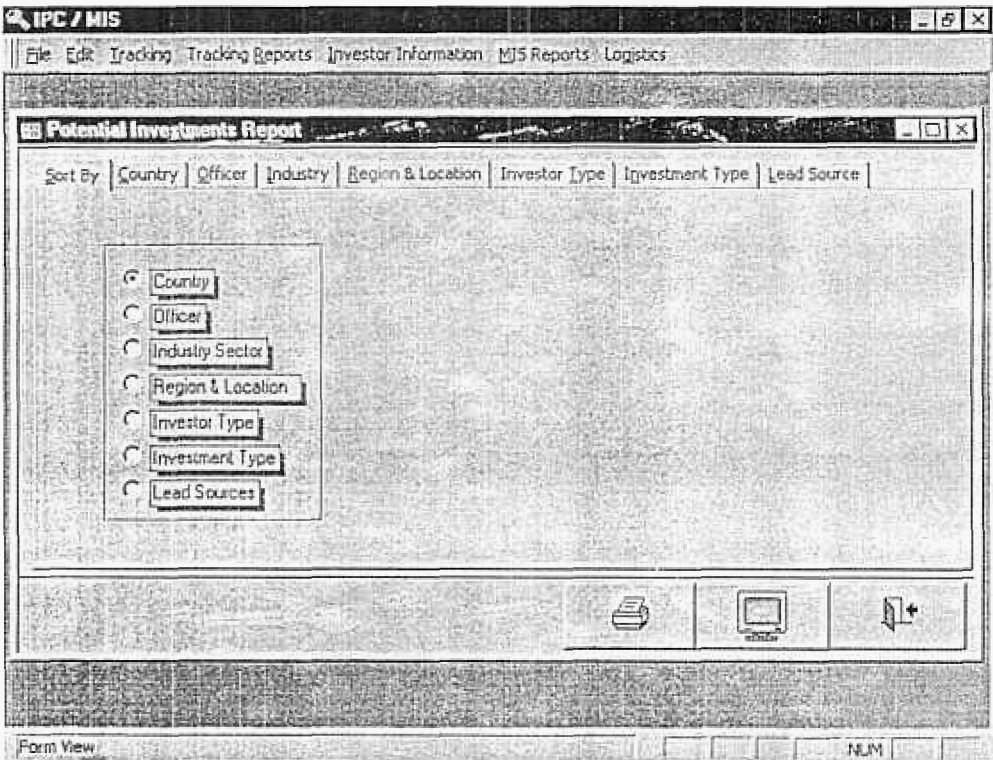
Delete Function: Deletes from the database the record displayed the View Mode. Deletion is performed according to the specified deletion rules. This function is inactive while in the Add or Edit Mode.

Save Function: Saves the newly entered record or the newly edited values of the record in the database. If in the Add Mode, it returns the user to a cleared field form for further entry of new records while if in the Edit Mode it returns the user to the View Mode of the edited record. This function is inactive while in the View Mode.

Cancel Function: Undoes any changes done to the fields before being saved and goes back to the view mode. This function is inactive while in the View Mode.

Exit Function: While in the View Mode, the user exits the Menu Option and the display is cleared. This function is inactive while in the Add or Edit Mode.

The Report Selection Criteria



The first page tab of this screen allows the user to define the sorting order criteria of the information to be printed out. A maximum of two criteria may be chosen.

Each page of the rest of the page tabs display for the user a list of the items that the user may choose as a selection criteria for the information to be reported, ie. The records to be accordingly matched from the tables. The user may Select/Unselect as needed.

V. LOG ON AND **SYSTEM** FUNCTIONS

A. Logging On

To log on the user must enter his name and password. The password is verified against his record in the Users file.

The user may change the password through the Change Password function under the File-Menu. The last five password changes are saved for non-repetition test.

B. System Functions

1 User Transaction Logging

Every transaction performed by a user is logged to the User Transaction file. The user Id, the transaction type, the file name and the record serial number are recorded.

2. Self-Prompt Function

Files:

LB_Users

ITActions

Program Process:

Upon User log on to the system check the investor Action Follow Up File and perform the following:

For all user levels:

- Select actions with Responsible Person = Logged on User Id, and then accumulate per category the number of actions as follows:

For Today:

Accumulate number of pending actions with deadline date=current date

Delayed:

Accumulate number of pending actions with Deadline Date < Current Date

Next 3 Days:

Accumulate number of pending actions with Deadline Date > Current Date and less than or equal the date of the next third working day. Check Calendar file for working days specification.

Reminders:

Accumulate number of pending actions with Reminder Date=current date

- Display the accumulated numbers.
- Upon selecting a category, display a list of all actions satisfying the category's condition ordered by the Priority Level of the actions, highest first.

For logged on users specified as immediate supervisors of other promotion officers:

- Accumulate number of pending actions with responsible user that have level 1 the number of actions with Deadline Date < Current Date + (d days e.g 6) number of working days (check Calendar).

Do the same for promotion officers of level 2 (d= 12) and Level 3 , (d= 18).

Upon User log out of the system perform the following:

- Check all pending actions with Deadline Date < Current Date and Responsible Person = Logged on User id and display a warning message to the user for those delayed actions.

C. Menu Structure

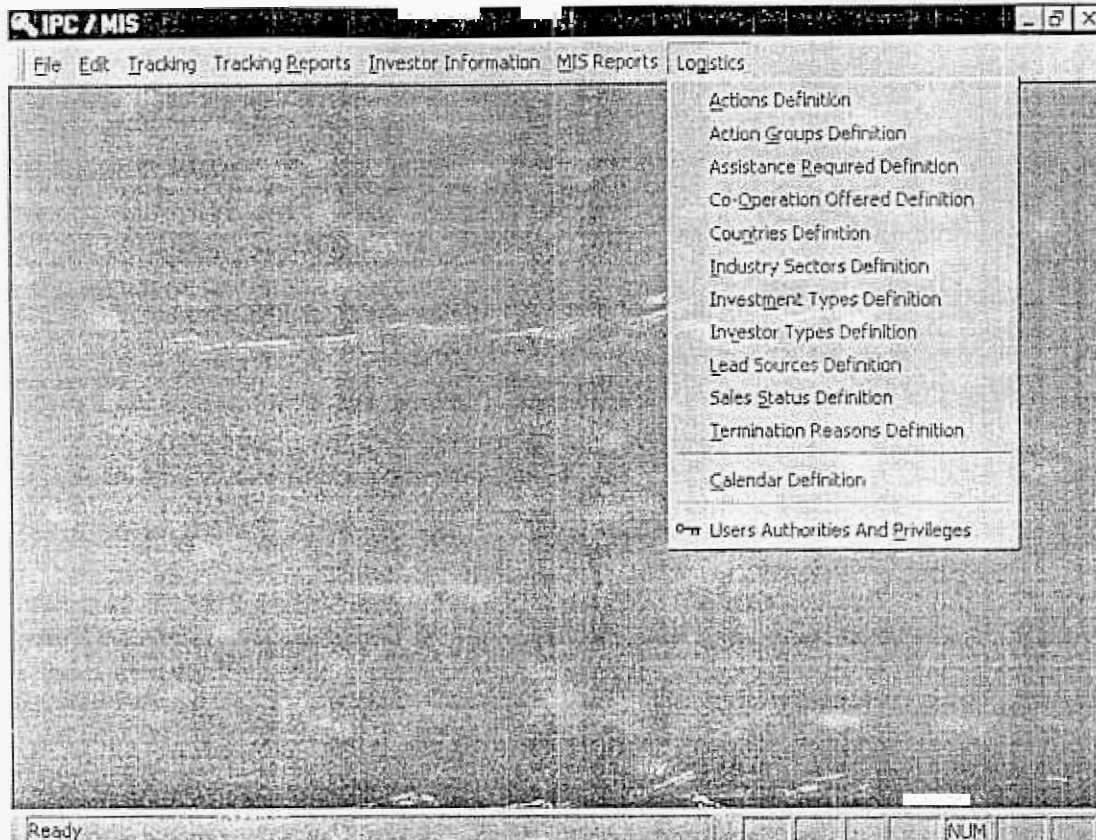
IPC System Menu	
Tracking	
Leads Profile	
Leads Investments	
Investment Project Application	
Follow up & Action Update	
Tracking Reports	
Potential Investors	
Investors Detail	
Approved Investments Projects	
Lost Investments Projects	
Submitted Investments Projects	
Target Achievement	
Actions Inquiry	
Actions Costing	
Investor Information	
Survey Tracking Information	
Annual Survey	
Investors Who Completed The Survey	
Investors Who Did Not Complete The Survey	
List of Investors with Delayed Surveys	
Investment Project Survey Details	
Investment Project Expansion Details	

Menu Structure (Cont..)

MIS
Potential Investments
Potential Investment By Win Possibility
Actions Summary
Lost Leads Summary
Action Average Duration
Approved Investments
Actual Investments
Actual Investments vs. Approved Investments
Value Addition Summary
Employment Summary
Planned Investment
Project Follow Up
Logistics
Actions Definition
Action Groups Definition
Assistance Required Definition
Co-Operation Offered Definition
Countries Definition
Industry Sectors Definition
Investment Types Definition
Investor Types Definition
Lead Sources Definition
Sales Status Definition
Termination Reasons Definition
Calendar Definition
Users Authorities And Privileges
User Target Investment Definition

VI. LOGIST!CS AND CODE DEFINITION

A. Input Processing



1. User Authorities and Privileges

Files:

LB_Users

LB_Privileges

LB_UserTransaction

LB_UserTargets

Program Process:

- Populate the LB_Users file with an initial record for System Administrator as follows:
 - User ID = 1
 - User name = Administrator
 - User Level = 0
 - Password = "Administrator"
- Assign for the System Administrator all privileges defined in the Privileges file

- Add Function:

A record for each user of the system must be defined.

The following information must be entered:

User Code: Automatically generated – non-modifiable

Promotion Officer Id Number: Mandatory

Promotion Officer Name: Mandatory

Designation: Mandatory

User Level: Mandatory. Level = 0 for General Director, only one user with level-0 is allowed.

Immediate Supervisor: Mandatory if Level is not 0 - Pick list of entered officers

Promotion Officer Division : Mandatory - Pick List

Investment Target: Mandatory

Promotion Officer Password: Mandatory

Password Expiry Date: optional

Privileges Page:

Every user has certain privileges for menu and internal functions access.

Display all Menu item and internal functions.

Check all menu items that the user will be allowed to perform.

- Edit Function:

All fields maybe changed except the Officer Id Number and Officer Name.

- Delete Function:

A user and all of the assigned privileges may be deleted only if no record for the user exists in any of the database files. Check ER Diagram.

- Stop Password:

A user's Password maybe stopped by a user granted the authority.

- System must keep track of the last 5 passwords

2. User Target Investment Definition

Files:

LB_Users

LB_Privileges

LB_UserTransaction

LB_UserTargets

Program Process:

Only supervisors with authority to activate this program are allowed access.

Each IPC officer must have its investment targets defined by the immediate supervisor as follows:

- Add Function

Enter the following information:

- User Id : Pick list of the officers the supervisor is responsible for, mandatory

Investment target Page:

- Year : Mandatory
- Investment target ; number of leads, mandatory
- Investment target ; amount in JD, mandatory

- Edit Function:

All fields in the investment target page maybe changed .

- Delete Function:

A selected user Id targets may be deleted any time.

3. Codes Definition

The following Codes Definition processes are similar in nature

- Actions Definition
- Assistance Required Definition
- Cooperation Offered Definition
- Countries Definition
- Investment Types
- Investor Types
- Lead Sources
- Sales Statuses
- Termination Reasons

Screen Design:

The screenshot displays the 'Investment Type - View' window within the IPC / MIS application. The window features a standard menu bar and toolbar. The 'Description' field is populated with 'Sole investor'. The interface includes buttons for common database operations like refresh, save, delete, print, close, and help. The status bar at the bottom indicates the current view is 'Form View'.

Program **Process:**

- Add Function

Enter the information as specified in the coding file for each of the above codes.

Code : The code of each item should be automatically generated and displayed – non-modifiable.

Description : Mandatory and unique.

Note: For the Status file, it must be populated with status Approved, Suspended, Submitted, and Lost.

- Delete Function:

A code number may not be deleted if it exist in any of the files' records where it may be used. Check the ER diagram.

4. Action Group Definition

Files:

CAction Group

CActionGrouDetails

Cactions

ITActions

Screen Design:

Program Process:

• Add Function:

Enter the following information:

- Group Code : The code should be automatically generated and displayed - nonmodifiable.
- Description : Mandatory and unique.

Action Page:

Select/Unselect all the actions to be included in the specified group - Pick List.

• Delete Function:

- Upon deletion of a group, all of the related group action records will be deleted from the Action Group Details file.

5. Industry Sector Definition

Files:

cIndustrySector
cIndustrySubSector
ITInvestments

Screen Design:

The screenshot displays the 'Industry Sector - View' window within the IPC / MIS application. The window has a menu bar (File, Edit, Tracking, Tracking Reports, Investor Information, MIS Reports, Logistics) and a toolbar. The main form contains three input fields: 'Code' (with a value of 2), 'Description' (with a value of 'Industry Sector 2'), and 'SIC' (with a value of 2). Below these fields is a table with three columns: 'Subsector Code', 'Description', and 'SIC'. The table is currently empty. At the bottom of the form, there are several buttons for navigation and actions. The status bar at the bottom of the application window shows 'Form View' and 'NUM'.

Program Process:

• Add Function:

Enter the following information:

- Industry Code : The code should be automatically generated and displayed- non-modifiable.
- Description : Mandatory and unique.
- SIC: Optional

Sub-Sector Page:

Enter the following Information

- Sub Sector Code : The code should be automatically generated and displayed- non-modifiable.
- Description : Mandatory and unique.
- SIC: Optional

- Delete Function:
 - Deletion of an Industry Sector: A Sector code number may not be deleted if it exists in the Potential Investment Summary File.
 - Upon deletion all related sub sectors records will be deleted from the Industry Sub-sector Definition File.
 - Deletion of a Subsector: A subsector code number may not be deleted if it exists in the Potential Investment Summary File

6. Calendar Definition

Files:

LB-Calendar

Screen Design:

The screen will list the Day Name, the Date, and the Status as being a working or non-working or holiday day.

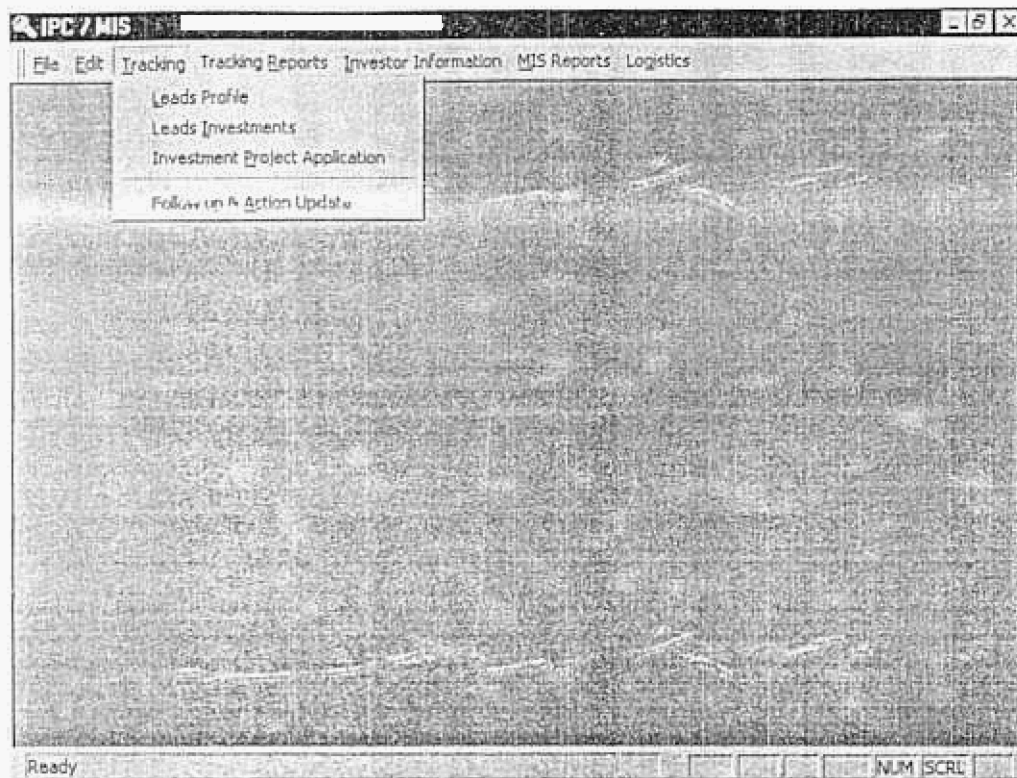
Two functions will be available: Next Month calendar, Previous Month calendar.

Program Process:

- The program will allow for a monthly display of day names and dates.
- Next Month and Previous Month Functions will display the related days of the required month.
- Fridays are defaulted as a weekend day.
- User will Select/Unselect the days to specify as a holiday.
- Calendar will start from 1995.
- A whole next year records will be created upon user selecting Next Month Button and the current month is December.

VII. INVESTOR TRACKING SYSTEM

A. Input Processing



1 Leads Profile

Files :

ITLead
ITLeadContacts
ITInvestments
cCountry
LB-UserTransaction

Screen Design:

The screenshot displays the 'Leads Profile - View' window within the 'IPC / MIS' application. The window features a menu bar with 'File', 'Edit', 'Tracking', 'Tracking Reports', 'Investor Information', 'MIS Reports', and 'Logistics'. Below the menu is a toolbar with various icons. The main form area contains the following fields:

- Lead number:** 199306002
- Lead name:** Microsoft
- Investor type:** Multi National
- Investment type:** Sole investor

Below these fields are five tabs: 'Address', 'Tel & Fax', 'Contacts', 'Offered Co-Operation', and 'Assistance Required'. The 'Address' tab is currently selected, revealing the following fields:

- Country:** USA
- Address:** (multiple empty text boxes)
- E-Mail:** (multiple empty text boxes)
- URL:** (empty text box)

At the bottom of the window, there is a status bar with the text 'Form View' and several icons, including 'FLTR', 'NUM', and 'SCRL'.

Program Process :

• Add Function:

Enter the following fields:

- Lead Number : Automatically Generated
- Country : Mandatory - Pick List
- Lead Name: Mandatory
- Address & Emails & URL
- Telephone & Faxes

Contacts Page:

Enter the following contacts Information **for at least the main contact.**

- Name: Mandatory
- Address, Telephone, faxes emails, etc..
- Main contact flag: only one contact must be defined as the main contact

- Delete Function:

Deletion of a Lead is permitted only if no investments are defined. All related contacts information will be deleted.

2. Leads Investments

Files:

ITLead

ITInvestments

ITInvestmentsCompetition

ITInvestmentSalesStatus

ITInvestmentsContacts

ITInvestmentsCooperation.

ITInvestmentsAssistanceRequired.

ITActions

cCountry

cInvestorType

cInvestmentType

cCooperationOffered.

CAassistanceRequired.

cTerminationReason

LB_UserTransaction

LB_Privileges

Screen Design:

IPC / MIS

File Edit Tracking Tracking Reports Investor Information MIS Reports Logistics

Filter For:

Lead Investment - View

Investment No.

Lead Prospect project

General | Project details | Source details | Sales cycle | Competitors

Investment Attract Date

Industrial sector Industrial sub sector

Lead source

Location Officer

Sales status Win possibility

Submitted Submittal date

Approved Approval date

Lost Lost date

Lost reason

Status Submit Approve Lost

Form View FLTR NUM

Program Process:

- Add Function:

Enter the following fields:

- investment Serial : Automatically Generated
- Lead Name : Mandatory - Pick List
- investment First Contact Date: Mandatory
- Prospect Project: Mandatory
- Planned InvestmentAmount: Mandatory could be zero.
- Responsible Person: Mandatory, Pick List, default=logged user id

General Page:

- Investor Type : Mandatory - Pick List .
- InvestmentType: Mandatory - Pick List .
- industry Sector: Mandatory - Pick List
- industry Sub Sector: Mandatory - Pick List
- Location : Mandatory - Pick List showing Region and Location
- Lead Source: Mandatory - Pick List
- Sales Cycle Status : Mandatory - Pick List
- Responsible IPC Officer: Initialize automatically with the Logged user Id.

Projects Details Page

Source Details Page

Investment project application Page

None of the fields to be entered is mandatory.

- Project Description
- Planned Start date of Project
- Enter for five years the following information:
 - Foreign Investment
 - Local Investment
 - Employment
 - Skilled Local Female & male
 - Skilled Local Skilled Foreign Female & male
 - Semi-skilled Local Female & male
 - Semi-skilled Local Skilled Foreign Female & male (Integer)
 - Un-Skilled Local Female & male
 - Un-Skilled Local Skilled Foreign Female & male (Integer)
- Land Requirements
- Land Extent
- Building Requirements in terms of :
 - Administration Condition & Required squared Meters
 - Process condition & square Meters
 - Storage condition & square Meters
- Water
- Electricity
- Sewer
- SolidWaste
- Transport
- JointVentureInformation

Contacts Page:

Enter the following contacts Information **for** at least **the** main contact.

- Name: Mandatory
- Address, Faxes, Telephone, email etc...
- Main contact flag: only one contact must be defined as the main contact

*Offered Cooperation Page**Assistance Required Page**Competition Countries Page:*

- More than one country may be specified as competition,
- Enter the countries considered - Pick List.

Sales Cycle Page:

- Only display all transactions of status change for the investment project, in chronological order, and as found in the Investment Sales Status History file.
- Submit InvestmentApplication Function:
 - An investment maybe submitted if status is not lost, not approved, not suspended and not submitted.
 - Specify the date of Submittal.
 - Change status of investment project record to Submitted.

- Record the new transaction of status change in the Investment Sales Status History file.
- Delete Investment Function:
 - An investment may only be deleted if status is not Lost or Approved, or Submitted or Suspended and if no Actions were defined for it.
- Status Update Function:
 - An investment may have its status changed. Enter the following:
 - Project status - Mandatory - Pick list
 - Win Possibility Percent – Mandatory. No change allowed for approved projects.
 - Competition Countries - Pick List. No change allowed for approved projects.
 - Record the new transaction of status change in the Investment sales status history file.
- Edit Function:
 - An investment may only be edited if status is not Submitted or Lost or Approved or Suspended. For submitted projects edit is allowed for users with the authority to amend a submitted investment project as defined in the user privileges file.
 - Editing of Status is done only through the above mentioned function.
 - The project application information may be edited if the investment project is not approved. Only Authorized Users can change submitted or only the sales status of an approved project.
- Supervisor Approval of Investment Application Function:
 - Check the level of the user to be a supervisor
 - Check that the investment project status is submitted.
 - Allow for full manipulation of data of the investment project.
 - Upon SAVE function:
 - Display a message to confirm date of Approval and responsible User.
 - User may Confirm or Cancel for further modification
 - Upon confirmation:
 - Record the new transaction of status change in the Investment Sales Status History file.
 - Change status of investment project record to Approved.
 - Log the approval transaction.
- Lost Investment Project Function:
 - An investment project maybe specified as lost any time regardless of status.
 - Specify the date of Loosing project
 - Specify the Reason of loosing/Terminating the Project - Pick List of termination reasons.
 - Change status of investment project record to Lost.
 - Upon specifying the investment project as lost, the program will automatically change status of all pending actions related to the investment project to Suspended.
 - Record the new transaction of status change in the Investment Sales Status History file.

- Reinitiate a Lost Investment Project Function:
 - A lost investment project maybe reinitiated
 - Specify the reinitiating date of project
 - New Status must be specified

Print option on tool bar

The print option is activated to print all fields of the investment project

4. Follow Up and Action Update

Files :

ITLead

ITInvestments

ITActions

ITActionDeadline

cActions

cActionGroup

cCountry

cInvestorType

cInvestmentType

LB-UserTransaction

LB_Privileges

LB-Users

Screen Design:

IPC / MIS

File Edit Tracking Tracking Reports Investor Information MIS Reports Logistics

Filter For:

Follow Up And Action Update - View

Code number: Action date: 01/06/1999

Lead: Microsoft

Investment: Project x

General | Action details | Deadline History | Remark | Action Result

Action type: Group

Action: Send brochures Priority:

Action group:

Deadline date: 30/06/1999 Reminder date: 5/06/1999

Status: On going

Responsible person: Division:

Amend Responsibility Extend Complete

Form View FLTR NUM

Program Process:

• Add Action Function:

Enter the following fields to define follow up action performed by the logged on user per investment project and lead:

- Action Serial : Automatically Generated
- Select Lead Name : Pick List
- Select Investment Project - Pick List
- Start Date : Mandatory
- Enter the action: Mandatory – Pick List
- Action Detail
- Action Deadline Date : Mandatory
- Responsible Person: Mandatory - Default it to the logged on user id
- Division: Mandatory - Defaulted to the logged on user division
- Reminder Date
- Priority: Mandatory - Pick List (Very High, High, Medium, Low)

The program should default the action status to Pending.

• Add Group of Actions Function:

Enter the following fields

- Select Investment Project - Pick List
- Start Date: Mandatory
- Action group: Mandatory – Pick List

Display the number of actions in the group

For each action in the group, allow in a form-view the entry of the following:

- Action Deadline Date: Mandatory
- Responsible Person: Mandatory - Default it to the logged on user id
- Division: Mandatory - Defaulted to the logged on user division
- Reminder Date
- Priority: Mandatory - Pick List (Very High, High, Medium, Low)
- The program should create a record for each single action of the selected group

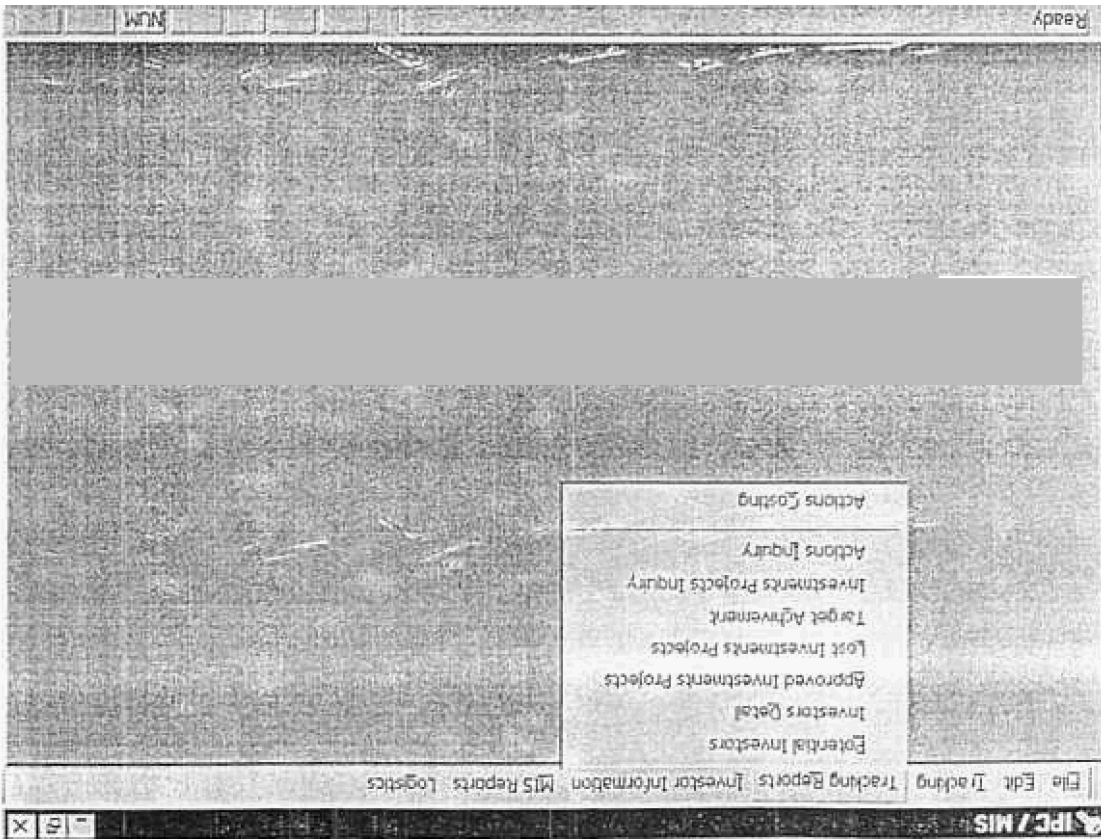
Deadline History page:

Displays the transactions of deadline extensions, in chronological order and as found in the Action Deadline History file.

- Amend Action Function:
 - Only the user with the privilege of Amending Actions is able to amend an action data. Check user privilege file.
 - Only action details, priority and reminder date may be changed.
- Change Responsibility Function:
 - Only the user with the privilege of Amending Actions and who is of a level higher (level # less than responsible officer's level) than the currently assigned responsible user, is able to change the responsible person Id. Check User Privilege file.
 - Check User Definition file.
- Extend Deadline Function:
 - Only the user with the privilege of Amending Actions is able to change the deadline date of an action. Check User Privilege file.
 - Enter the new deadline date.
 - Record a deadline change history transaction in the action deadline history file where deadline date = the old deadline date.
- Complete Action Function:
 - Only the user with the privilege of Completing Actions. Check user privilege file
 - Enter the following:
 - Completion Date: Mandatory, <= current date
 - Enter the Cost Units Number, or the total cost if action unit cost is not defined in action coding file. Mandatory -could be zero.
 - The measuring unit must be displayed.
 - If the unit is entered, program should calculate the cost as follows, display it and store the cost unit and the total cost.

$$\text{Cost} = (\text{Cost number of Units} \times \text{unit cost obtained from the actions definition files}).$$
 - Action results in the Results Page and Remarks in the remarks page
- Delete Action Function:
 - Only the user with the privilege of Amending Actions is allowed to delete
 - An action may be deleted if it has a pending status
 - All related records for a deadline change history transaction in the action deadline history file will be deleted.

B. Output Processing



1. List of Potential Investments

Files:
ITLead
ITInvestments
ITInvestmentsContacts
ITInvestmentsAssistanceRequired
ITInvestmentsOfferedCooperation

Sort Fields Options:
- Status
- Country
- Officer
- Industry Sector
- Investor Type
- Investment Type
- Lead Source
- Assistance Required
- Cooperation Offered

Conditions:
- Project status = Not Approved , Not Lost and Not Suspended
- Sorting criteria is a maximum of two of the above mentioned

Report Fields:

- Level 1 :
 - Sort Field Description (according to the sorting criteria option)
 - Total no. of investments
- Level 2 :
 - Sort Field Description (according to the sorting criteria option)
 - Lead Name
 - Project
 - Status
 - Country
 - Officer
 - Industry Sector
 - Industry Sub Sector

Process:

- Two levels of accumulation is to be presented:
- Level 1: Summary by sort field combination showing the Sort Field Description (according to the sorting criteria option) and the Total no. of investments
- Level 2: The user may select any sort field instance to display a list of all investments satisfying the sort field criteria.

2. Investors Details**Files:**

ITLead

ITInvestments

ITInvestmentsAssistanceRequired

ITInvestmentsContacts

ITInvestmentsCompetition

ITInvestmentsOfferedCoOperation

Report Fields:

- Lead Name
- Project
- Status
- Submittal Date

Display the following :

- Corporate Information
- Country
- Address
- Telephones
- Faxes
- E-mails & URL
- Investor Type
- investment Type

- Contact Person/s Information
 - Main Contact Designation
 - Name of Contact
 - Country
 - Address
 - Telephones
 - Fax
 - Email
- Officer
- Industry Sector
- Industry Sub Sector
- Lead Source
- Source Details
- Assistance Required
- Cooperation Offered
- Competing Countries

Process:

- Select from a pick list the lead name and Investment project.
- Display its status.

3. List of Approved Investment Projects**Files:**

ITLead

ITInvestments

Sort Fields Options:

- Status
- Country
- Officer
- Industry Sector
- Investor Type
- Investment Type
- Lead Source

Selection Fields:

- Period From date to Date

Conditions:

- Project status = Approved and Not Lost

Report Fields:

- Sort Field Description (according to the sorting criteria option)
 - Lead Name
 - Project
 - Status
 - Approval Date
 - Submittal Date
 - Country
 - Officer
 - Industry Sector
 - Industry Sub Sector
 - Region + Location
 - Investor Type
 - Investment Type
 - Lead Source

Process:

- Select investment project records with approval date \geq from date \leq to date
- Same process as Potential Investments Report

4. List of Lost Investment Projects**Files:**

ITLead

ITInvestments

Sort Fields Options:

- Status
- Country
- Officer
- Industry Sector
- Investor Type
- Investment Type
- Lead Source

Selection Fields:

- Period From date to Sate

Or

Years Pick List

Conditions:

- Project status = Lost

Report Fields:

- Sort Field Description (according to the sorting criteria option)
 - Lead Name
 - Project
 - Status
 - Lost Date
 - Lost/Terminate Reason
 - Approval Date
 - Submittal Date
 - Country
 - Officer
 - industry Sector
 - industry Sub Sector
 - Region + Location
 - Investor Type
 - Investment Type
 - Lead Source

Process:

- Select investment project records with Lost date \geq from date and \leq to date
- Same process as Potential investments Report

5. List of Submitted Investment Projects**Files:**

ITLead

ITInvestments

Sort Fields Options:

- Status
- Country
- Officer
- industry Sector
- investor Type
- Investment Type
- Lead Source

Selection Fields:

- Period From date to Date

Conditions:

- Project status = Submitted & Not Approved and Not Lost & Not Suspended

Report Fields:

Sort Field Description (according to the sorting criteria option)

- Lead Name
- Project
- Status
- Submittal Date
- Country
- Officer
- Industry Sector
- Industry Sub Sector
- Region + Location
- Investor Type
- Investment Type
- Lead Source

Process:

- Select investment project records with Submittal date \geq from date and \leq to date
- Same process as Potential Investments Report

6. Target Achievement**Files:**

ITLead

ITInvestments

LB_UserTargets

LB_Users

Sort Fields Options:

- Officer

Selection Fields:

- Select one year
- Select Officers

Conditions:

- Project status = Approved and Not Lost

Report Fields:

- Year
- Per Officer:
 - Targeted Investment Amounts
 - Targeted Number of Investments
 - Total Actual no. of Approved investments
 - Total actual amount of Approved investments
- Grand Total of number and amounts of approved projects

Process:

- Select investment project records with Year of Approval Date = Selected Year
- Per Officer
 - Consider projects with responsible person = selected officer(s) Id.
 - Accumulate number of investment projects
 - Accumulate the Approved Amount
 - Get the targeted amounts for the considered year for the officer.

7. Inquire/Report of Actions**Files:**

ITActions

ITLead

ITInvestments

ITActionDeadline

cActions

Selection Fields:

- Project Officer
- Lead Name
- Action
- Status

Report Fields:

- Sort field description
- Lead Name
- Responsible person
- investment Project
- Action
- Accumulated Cost of Action

Process:

- For the delayed status selection, consider a selected action record with the Deadline date is < Current date.
- For the extended status selection, check the last record in the Action Deadline Extension History File for the tested action to have a Deadline date < Current deadline date of the action record.
- For the pending status selection, consider actions that are not extended and not delayed.

8. Action Costing

Files:

ITActions

ITLead

ITInvestments

cActions

Selection Fields:

- Project Officer
- Lead Name + Investment Project
- Action
- Date

Conditions:

- Only Completed Actions must be considered

Report Fields:

- Lead Name
- Investment Project
- Action Start Date
- Action
- Action Detail
- Action Deadline Date
- Responsible Person
- Division
- Reminder Date
- Priority
- Action Cost
- Action Results
- Action remarks

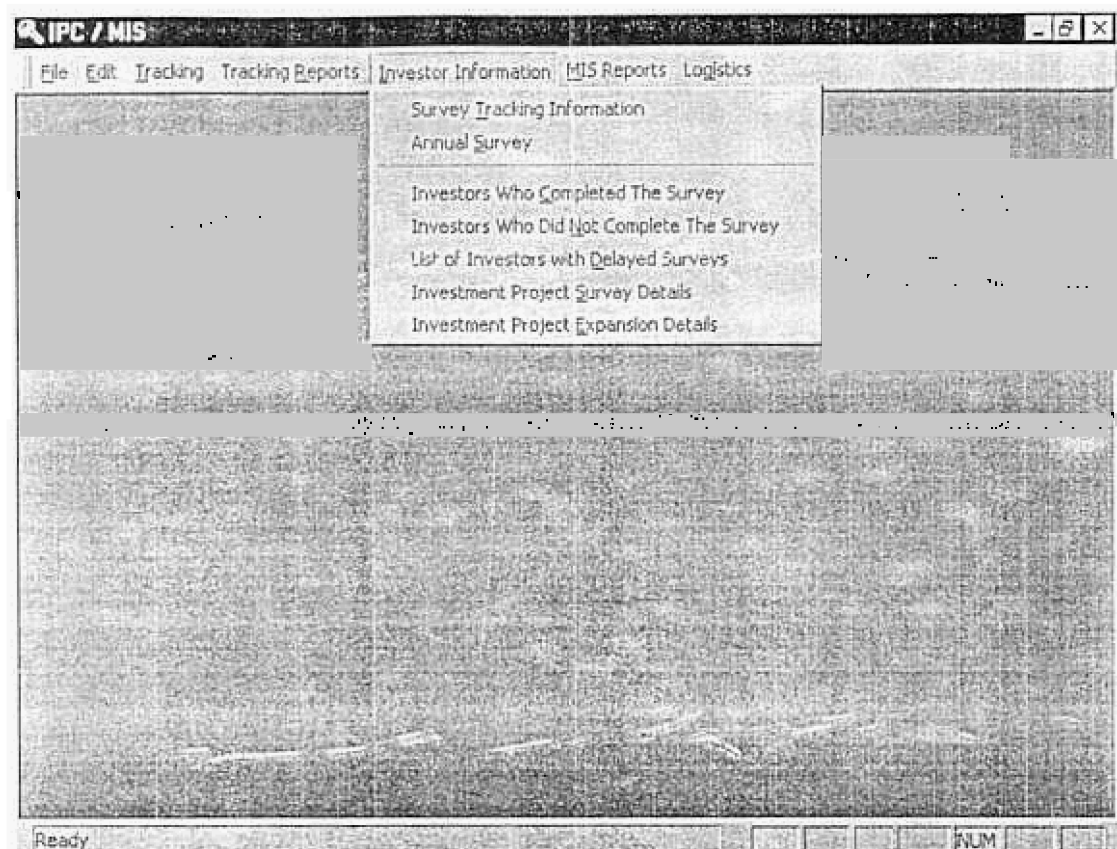
Process:

Consider action records that are completed and completion date is within the specified period of time.

Accumulate the cost of all action records that meet the selection criteria and are completed.

VIII. INVESTOR INFORMATION DATABASE

A. Input Processing



1 Survey Tracking Information

Files :

ITLead

ITInvestments

ITSurveyTracking

cCountry

cInvestorType

cInvestmentType

LB_UserTransaction

Screen Design:

The screenshot shows a software window titled "IPC / MIS" with a menu bar (File, Edit, Tracking, Tracking Reports, Investor Information, MIS Reports, Logistics) and a toolbar. A sub-window titled "Survey Tracking Information View" is open, displaying a form with the following fields:

- Serial:
- Year:
- Lead:
- Investment project:
- Survey Issue Date:
- Survey Receipt Date:
- Actual Receipt Date:

At the bottom of the form are several icons for actions like save, delete, and print. The status bar at the bottom left indicates "Form View".

Program Process:

■ Add Function:

- Enter the following fields to track receipt of project investments survey
 - Survey Tracking record Serial : Automatically Generated
 - Survey Year: Mandatory and \leq Current Year
 - Lead Name: Mandatory - Pick List
 - Investment Project: Mandatory - Pick List
 - Survey Issue Date: Mandatory, Date \leq current date
 - Survey expected receipt Date: Mandatory, Date $>$ current date
 - Display as a non-modifiable field the actual receipt date of the survey if it exists in the survey information file.

● Edit Function:

Edit only the Survey Issue and expect receipt dates may be edited in no record for survey information exists.

● Delete Function:

- Delete the Survey tracking info only if no record for survey information exist.

2. Annual Survey Information Definition

Files:

ITLead
 ITInvestments
 IISurveyTracking
 IISurveyInformation
 IISurveyProducts
 cCountry
 cInvestorType
 cInvestmentType
 LB_UserTransaction

Screen Design:

IPC / MIS

File Edit Tracking Tracking Reports Investor Information MIS Reports Logistics

Survey Information - View

Serial: 1 Year: 1998

Lead: Microsoft Investment project:

Investments Labour force Salaries Paid Turnover & Additions Expansion plans Products & Services

	Local		Foreign	
	Male	Female	Male	Female
Skilled				
Semi skilled				
Un skilled				

Form View

Program Process:

- Select a survey tracking record defined by the Lead name, Investment Project, Survey Year - Pick List
- Display and allow the editing of all of the Lead Information, the main contact person, the location, industry sector and subsector, and investment type (refer to Leads Profile and Lead Investments Programs).

- Enter the following Information:
 - Actual Receipt Date of the survey: Mandatory and \leq Current Date.
 - All of the mentioned fields in the file survey Information File. None is mandatory.
 - Add up the Actual Local and Foreign and Approved investments to their corresponding fields in the Project Information File.

Survey Products and Services Page:

- None is mandatory.
- Allow for more than one entry of the required information records.
- Delete Function:
 - A survey information may be deleted or edited if it was the survey of the last received year only. Modify the above accumulated fields in the project definition file. Upon deletion, delete the related services and product records.

B. Output Processing

1. List of Investors Who Have Completed The Survey

Files:

ITLead

ITInvestments

ISurveyInformation

Selection:

- Year of survey completion: enter the year

Report Fields:

- Lead Name
- Project
- Industry Sector
- Industry Sub Sector
- Region + Location
- Survey Receipt date

Process:

- Select all survey information records with year = entered year

2. List of Investors Who Have Not Completed The Survey

Files:

ITLead

ITInvestments

ISurveyInformation

ISurveyTracking

Selection:

- Year of survey completion: enter the year

Report Fields:

- Lead Name
- Project
- Industry Sector
- Industry Sub Sector
- Region + Location
- Survey Receipt date
- Main contact information
 - Name
 - Address
 - Telephones & Faxes
 - E-mail

Process:

- Check the existence of a record for the survey in the Survey Tracking File with year = entered year and its non-existence in the Survey Information File
- If the reminder date1 is not specified then check the Expected Receipt date 1 < current date
- If the reminder date1 is specified then check the expected receipt date 2 < current date
- If any of the above conditions are satisfied then the survey has not been completed.
- Send a reminder letter and specify the reminder date and the new expected receipt date.

Standard Reminder Letter Information

- Reminder letter date
- Lead Name
- Address
- Project
- Subject of the Letter : Reminder for Completing Survey for "Investment Project"
- Body of the Letter to include the " Expected Receipt date "
- Expected receipt date

3. List of Investors With Delayed Survey**Files:**

ITLead

ITInvestments

ISurveyInformation

ISurveyTracking

Selection:

- Year of survey completion: enter the year

Standard Reminder Letter Information

- Reminder letter date
- Lead Name
- Address
- Project
- Subject of the Letter : Reminder for Completing Survey for "Investment Project"
- Body of the Letter to include the " Expected Receipt date "
- Expected receipt date

Process:

- Check the existence of a record for the survey in the Survey Tracking File with year = entered year and the third expected date < current date.
- If above condition satisfied, send reminder letter

4. Investment Projects Survey Details**Files:**

ITLead

ITInvestments

IlsurveyInformation

Selection:

- Year - Pick List
- Lead name and Investment Project - Pick List

Report Fields:

- Lead Name
- Project
- Year of survey
- Print out all fields in the Investment Survey Information File

5. Investment Projects Expansion Details**Files:**

ITLead

ITInvestments

IlsurveyInformation

Selection:

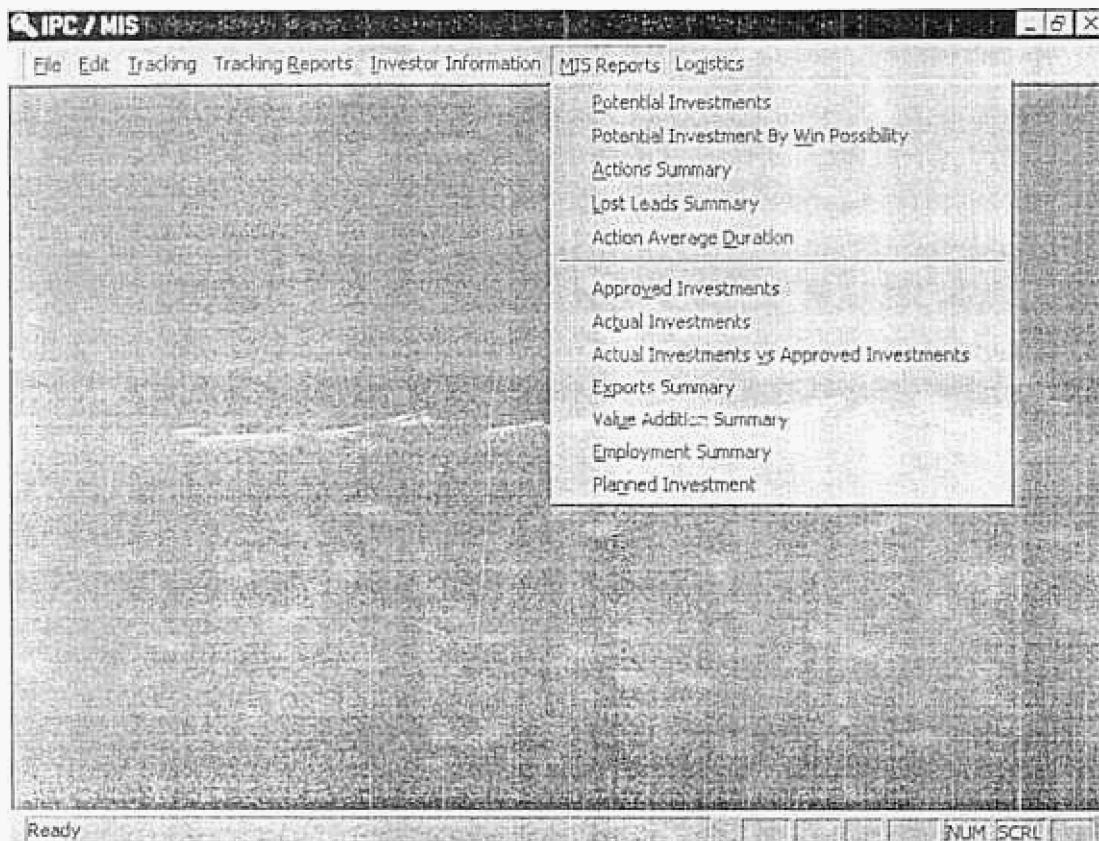
- Year - Pick List
- Lead name + Investment Project - Pick List

Report Fields:

- Lead Name
- Project
- Year of survey
- Print out all expansion detail fields in the Investment Survey Information File.

IX. MANAGEMENT INFORMATION SYSTEM

A. System Menu



Process Flow:

- Select from MIS Menu the report to be displayed
- Select the sorting criteria
- Select the output type (screen, printer)

For Graphic representation: Graph is based on the first sorting criteria

Sorting Criteria Selection Screen:

- The screen includes page tabs for all of the sorting criteria of the selected report. Each page will display all of the items for the selection criteria.
- The user may select/unselect one or more of the displayed items. A selected item will be considered in the sort order.

B. MIS INVESTMENT TRACKING REPORTS**1. Potential Investments Report**

Same as the IT Reports

2. Potential Investment by Win Possibility**Files:**

ITLead

ITInvestments

Sort Fields Options:

- Country
- Officer
- industry Sector
- Region + Location
- Investor Type
- investment Type
- Lead Source

Conditions:

- Project status = Not Approved and Not Lost and not Suspended.

Report Fields:

Sort Field Description (acscrding to the sorting criteria option)

- Accumulated Win Possibility

Process :

For all investment project that meet the sorting criteria:

Accumulated Win Possibility = Sum of Planned Investment Amount X Win Possibility Percent.

3. Actions Summary Report

Files:
ITActions
ITLead
ITInvestments

- Sort Fields Options:**
- Country
 - Officer
 - Industry Sector
 - Region + Location
 - Investor Type
 - Investment Type
 - Lead Source

- Selection Fields:**
- Action Pick list
 - Years Pick List

Report Fields:

Sort Field Description (according to the sorting criteria option)

- Year (1)
- Action (1)
 - Total No. of Action (1)
 - Total No. of Suspended action (1)
- Action (2)
- Total No. of Action (2)
 - Total No. of Suspended Action (2)
- Year (2)
- Action (1)
 - Total No. of Action (1)
 - Total No. of Suspended action (1)
- Action (2)
- Total No. of Action (2)
 - Total No. of Suspended Action (2)

Etc... for range of years

4. Lost Leads Summary Report

Same as in IT Module

5. Action Average Duration

Files:

ITAction

LB_users

LB_Calendar

Sort Fields Options:

- Division
- Officer

Conditions:

- Action status = Completed

Report Fields:

Sort Field Description (according to the sorting criteria option)

- Division
- Officer
- Action
- Average Time

Processes:

-If start date = completion date, then consider time difference.

-Get number of working days according to action period dates

Average time for Action = $\frac{\text{Sum}(\text{Number of days per action})}{\text{Number of actions per type}}$

C. MIS INVESTOR INFORMATION REPORTS

1. Approved Investments Report

Files:

ISurveyInformation

ITLead

ITInvestments

Sort Fields Options:

- Country
- Officer
- Industry Sector
- Region + Location
- Investor Type
- Investment Type
- Lead Source
- Lead Name

Selection Fields

- Years Pick List
- Numeric or Graphic presentation

Conditions:

- Sorting criteria is a maximum of *two* of the above mentioned

Report Fields:

Sort Field Description (according to the sorting criteria option)

Year (1)

- Total Approved Investment Amount

Year (2)

- Total Approved Investment Amount

Etc..

2. Actual Investments Report

Files:

- ||SurveyInformation
- ITLead
- ITInvestments

Sort Fields Options:

- Country
- Officer
- Industry Sector
- Region + Location
- Investor Type
- investment Type
- Lead Source
- Lead Name

Selection Fields

- Years Pick List
- Numeric or Graphic presentation

Conditions:

- Sorting criteria is a maximum of two of the above mentioned

Report Fields:

Sort Field Description (according to the sorting criteria option)
Year (1)

- Total amount of Actual Foreign Investment per Sort Field
- Total amount of Actual Local Investment per Sort Field
- Total amount of Actual Investment per Sort Field

Year (2)

- Total amount of Actual Foreign Investment per Sort Field
- Total amount of Actual Local Investment per Sort Field
- Total amount of Actual Investment per Sort Field

Etc..

3. Actual Investments Vs. Approved Investments Report

Files:

ITLead

ITInvestments

Sort Fields Options:

- Country
- Officer
- Industry Sector
- Region + Location
- Investor Type
- investment Type
- Lead Source
- Lead Name

Selection Fields:

- Numeric or Graphic presentation

Conditions:

- Sorting criteria is only one of the above mentioned

Report Fields:

Sort Field Description (according to the sorting criteria option)

- Project
- Lead Name
- Country
- Officer
- industry Sector
- industry Sub Sector
- Region + Location
- investor Type
- Investment Type
- Lead Source
- Approved Investment
- Actual Foreign Investment
- Actual Local investment
- Actual Total investment

Total amount of Actual Foreign Investment per Sort Field

Total amount of Actual Local Investment per Sort Field

Total amount of Approved Investment per Sort Field

5. Value Addition Reeport

Files:

ISurveyInformation

ITLead

ITInvestments

Sort Fields Options:

- Country
- Officer
- Industry Sector
- Region + Location
- Investor Type
- Investment Type
- Lead Source
- Lead Name

Selection Fields:

- Years Pick List
- Numeric or Graphic presentation

Conditions:

- Sorting criteria is a maximum of two of the above mentioned.

Report Fields:

- Sort Field Description (according to the sorting criteria option)
- Year (1)
 - Total of Value Added Amount per Sort Field
 - Average of value added
- Year (2)
 - Total of Value Added Amount per Sort Field
 - Average of value added

Etc

Process:

Value Added Amount =

Percent of value Addition X Sum (Actual Annual Foreign Turnover + Actual Annual Local Turn over)

Average of value added = Value Added Amount / No. of records of sort field

6. Employment Summary Report

Files:

ISurveyInformation
ITLead
ITInvestments

Sort Fields Options:

- Country
- Officer
- Industry Sector
- Region + Location
- Investor Type
- Investment Type
- Lead Source
- Lead Name

Selection Fields:

- Years Pick List
- Numeric or Graphic presentation

Conditions:

- Sorting criteria is a maximum of two of the above mentioned

Detail Report Fields:

Page1 : No. of employees

- Sort Field Description (according to the sorting criteria option)
- Year (1)
 - Total Skilled Labour Foreign
 - Male
 - Female
 - Total Skilled Labour Local
 - Male
 - Female
 - Total Semi-Skilled Labour Foreign
 - Male
 - Female
 - Total Semi-Skilled Labour Local
 - Male
 - Female
 - Total Unskilled Labour Foreign
 - Male
 - Female
 - Total Unskilled Labour Local
 - Male
 - Female
- Year (2)
Etc

Page2 : Salaries

- Sort Field Description (according to the sorting criteria option)
- Year (1)

Total Salaries up to JD200

- Male
- Female

Total Salaries JD201 – JD400

- Male
- Female

Total Salaries JD401 – JD600

- Male
- Female

Total Salaries JD601 – JD1000

- Male
- Female

Total Salaries above JD1001

- Male
- Female

- Year (2)

Etc.

Graph :

To be charted against the Year for the following three options:

- 1- Salary distribution
- 2- Male and Female
- 3- Labor category

Summary Report Fields:

- Sort Field Description (according to the sorting criteria option)
- Year (1)
 - Total Labour
 - Male
 - Female
 - Total Salaries
 - Male
 - Female
- Year (2)

Etc..

7. Planned Investments Report

Files:

IISurveyInformation

ITLead

ITInvestments

Sort Fields Options:

- Country
- Officer
- Industry Sector
- Region + Location
- Investor Type
- Investment Type
- Lead Source
- Lead Name

Selection Fields:

- Year of Survey
- Numeric or Graphic presentation

Conditions:

- Sorting criteria is a maximum of two of the above mentioned

Report Fields:

- Sort Field Description (according to the sorting criteria option)
 - Accumulated Expansion plans for Year1, Year2, Year3

Process:

Select the survey information records for the specified year.
Accumulate expansion plans in terms of Foreign and local investments and employment generated for the three consecutive years.

D. PROJECT FOLLOW UP

Files:

ITLead

ITInvestments

Program Process:

- Edit Function:

Enter the following fields:

- Project Investment : Mandatory - Pick List
- Display the current sales status.
- Display the planned start dates. Three dates are allowed.
- If the commencement date is not entered then allow the editing of the planned dates, otherwise only the commencement date can be edited.

Print Project Age Report Function

For all approved projects, retrieve the projects with commencement date not entered and consider the last entered planned start date to calculate the delayed period in months.

Report Fields

Project

Delayed by 1 Month

Delayed by 2 Months

Delayed by 11 Months

Delayed by 1 year

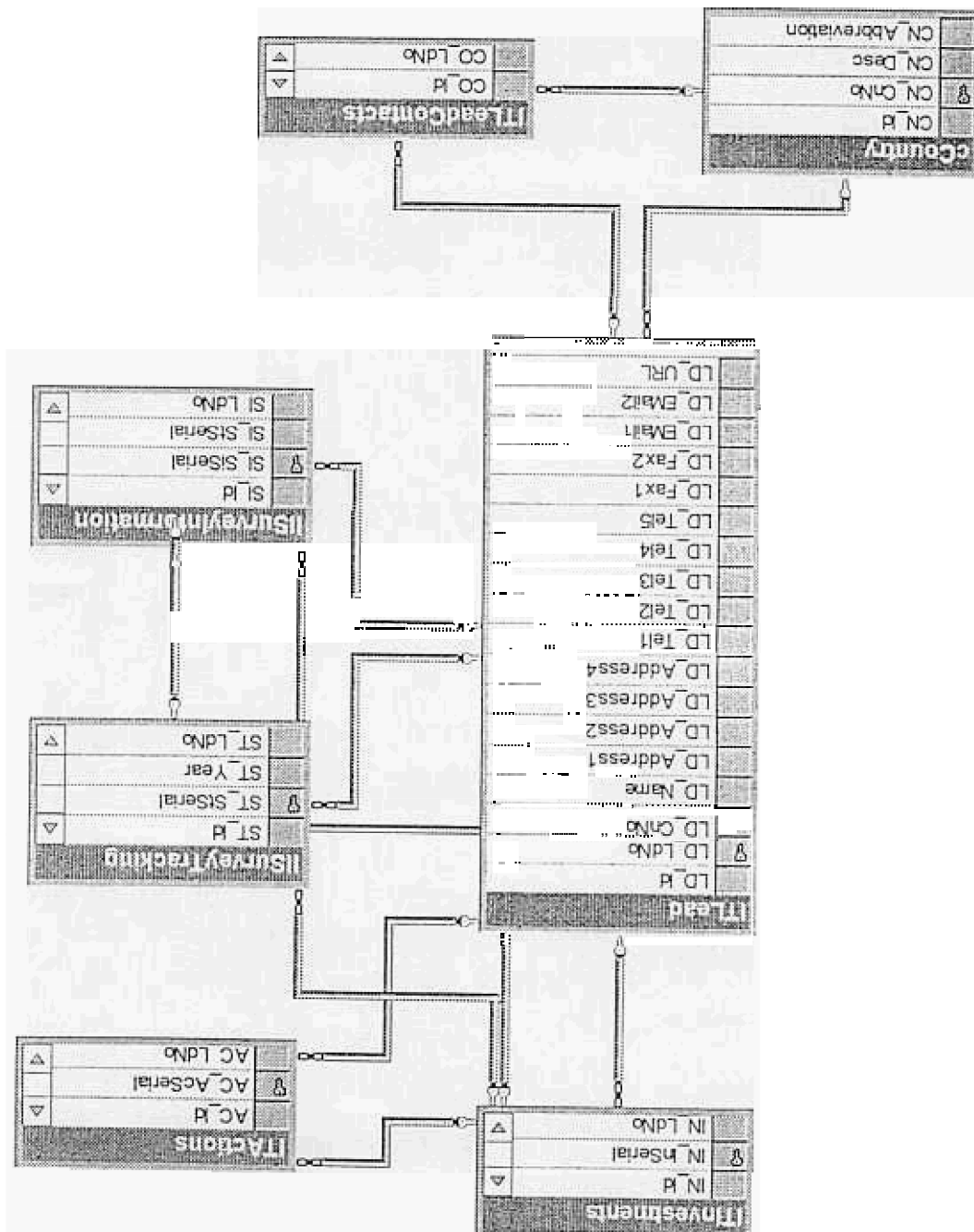
Delayed by more than one year

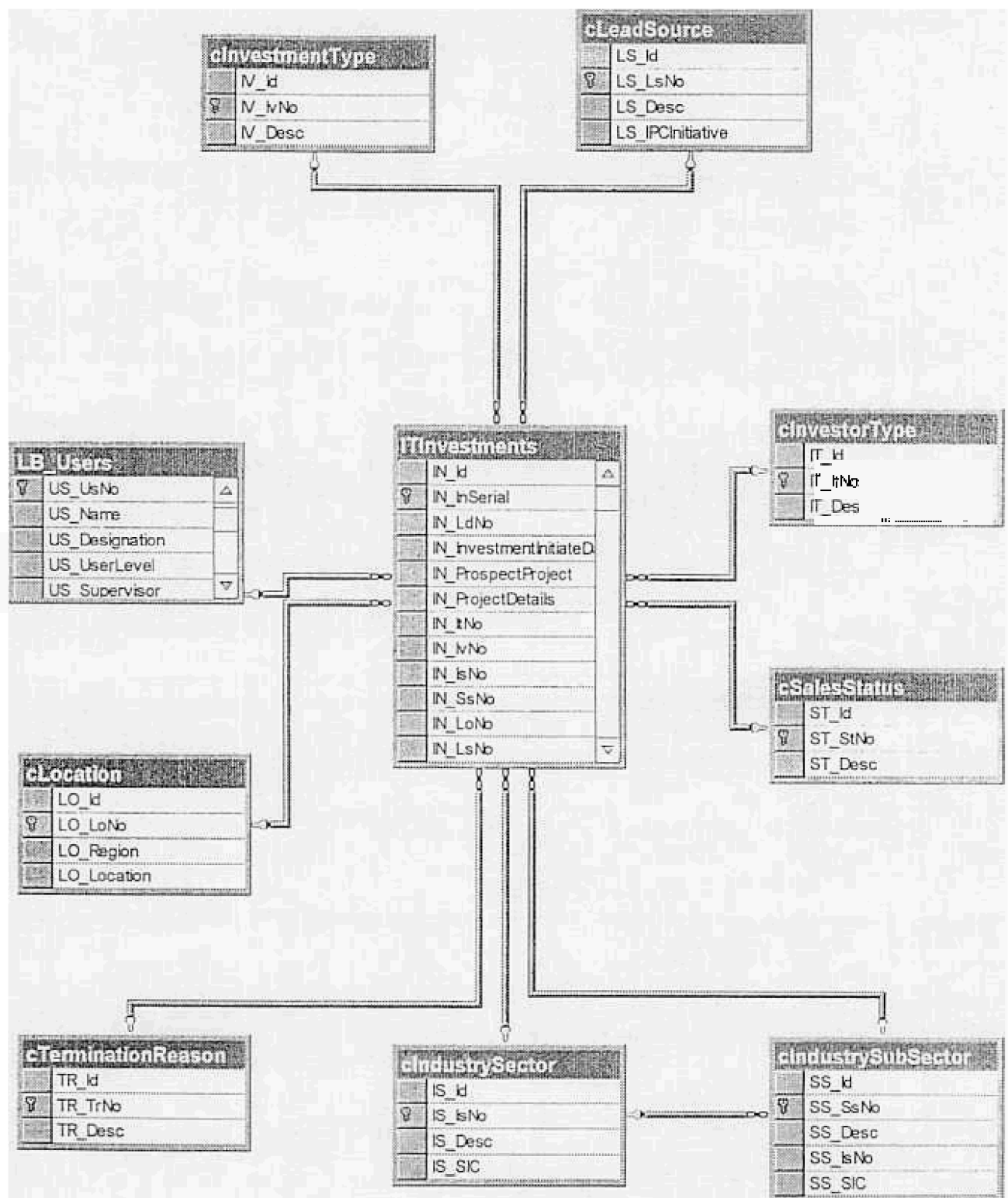
Planned start date of project

Current sales status of project

ANNEX A

ENTITY RELATION DIAGRAM





InvestmentSalesStat	
SS_id	
SS_InSerial	
SS_StNo	
SS_Date	
SS_ResponsibilePerson	

InvestmentAssist	
IA_id	
IA_InSerial	
IA_ArNo	

Investments	
IN_id	
IN_InSerial	
IN_LdNo	
IN_InvestmentInitiateD	
IN_ProspectProject	
IN_ProjectDetails	
IN_ItNo	
IN_InNo	
IN_IsNo	
IN_SsNo	
IN_LoNo	
IN_LsNo	

InvestmentsContract	
IC_id	
IC_InSerial	
IC_Name	
IC_Address1	
IC_Address2	
IC_Address3	
IC_Address4	
IC_CnNo	
IC_Tel1	
IC_Tel2	
IC_Fax	
IC_EMail	

InvestmentsOffered	
IO_id	
IO_InSerial	
IO_COno	

InvestmentsContract	
IC_id	
IC_InSerial	
IC_CnNo	

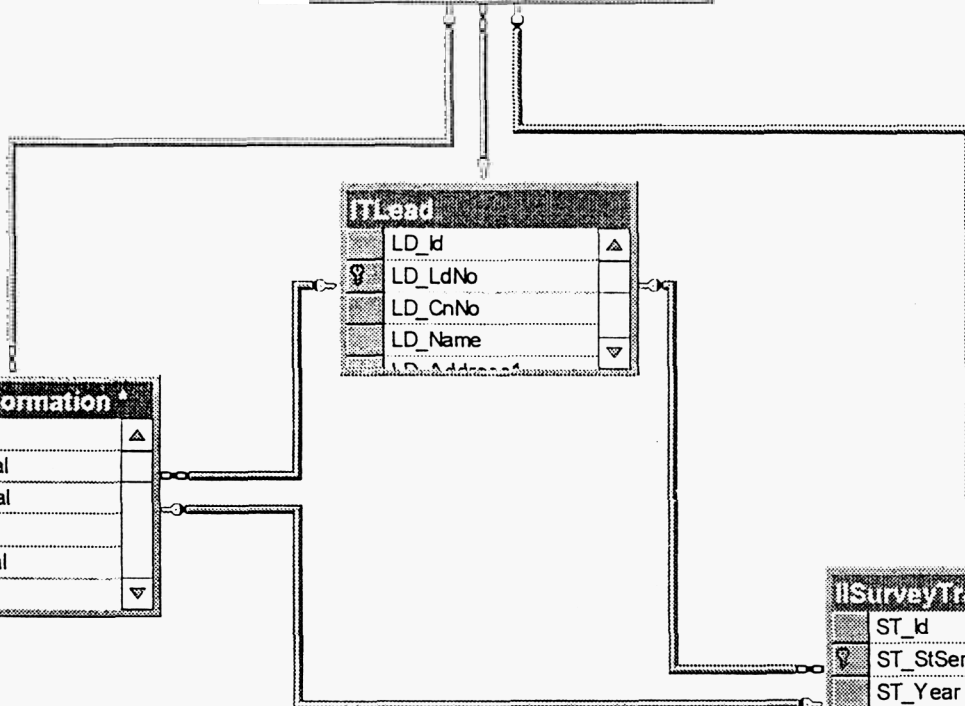
ITInvestments *	
IN_InSerial	
IN_LdNo	
IN_InvestmentInitiateDate	
IN_ProspectProject	
IN_ProjectDetails	
IN_InNo	
IN_InNo	
IN_IsNo	
IN_SsNo	
IN_LoNo	
IN_LsNo	
IN_SourceDetails	
IN_StNo	
IN_Submitted	
IN_Approved	
IN_Lost	
IN_Suspend	
IN_WinPossibility	
IN_ApprovalDate	

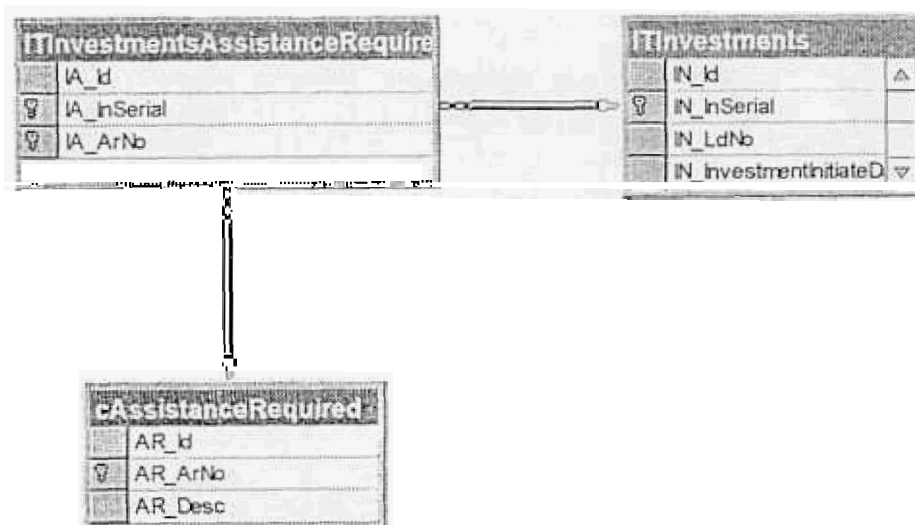
ITActions *	
AC_Id	
AC_AcSerial	
AC_LdNo	
AC_InSerial	
AC_StartDate	

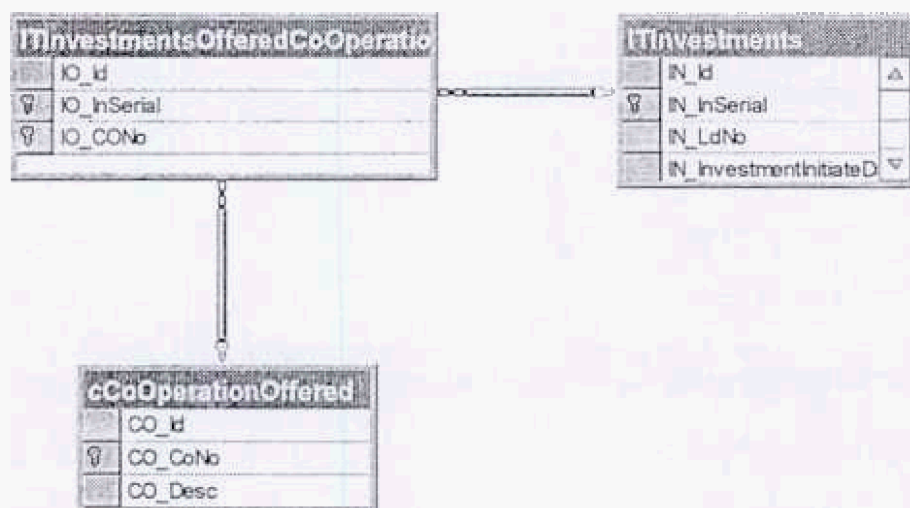
ITSurveyInformation *	
SI_Id	
SI_SiSerial	
SI_StSerial	
SI_LdNo	
SI_InSerial	
SI_Year	

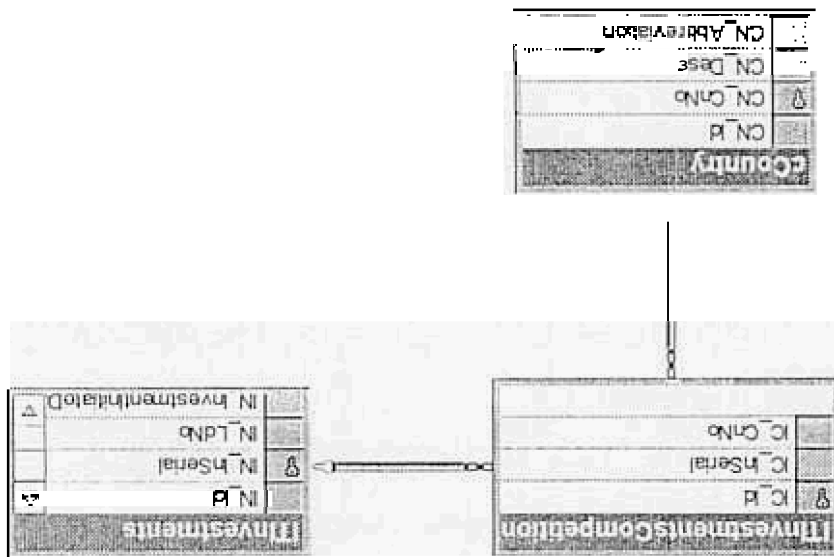
ITLead	
LD_Id	
LD_LdNo	
LD_CnNo	
LD_Name	
LD_Address	

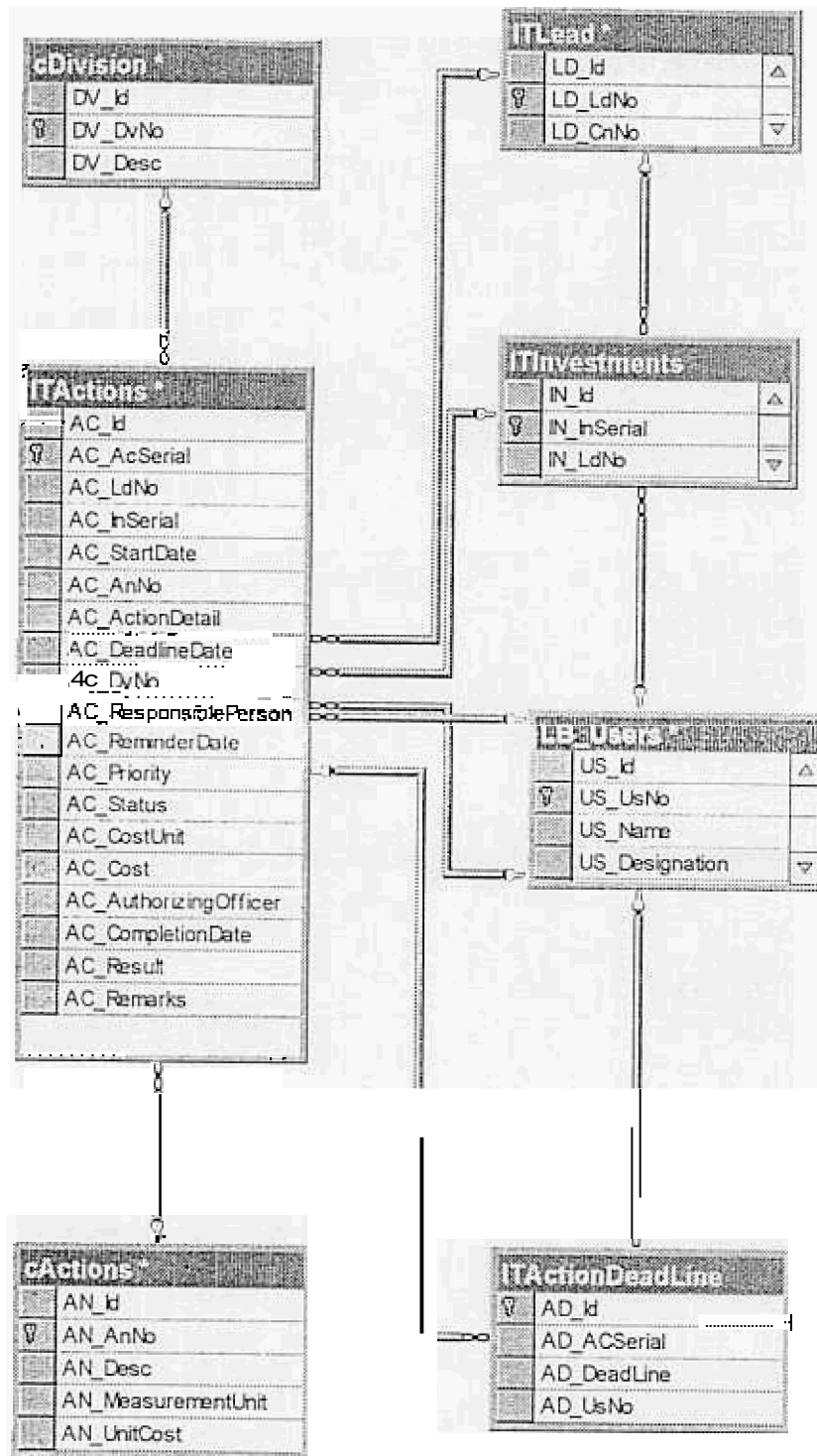
ITSurveyTracking *	
ST_Id	
ST_StSerial	
ST_Year	
ST_LdNo	
ST_InSerial	
ST_SurveyIssueDate	

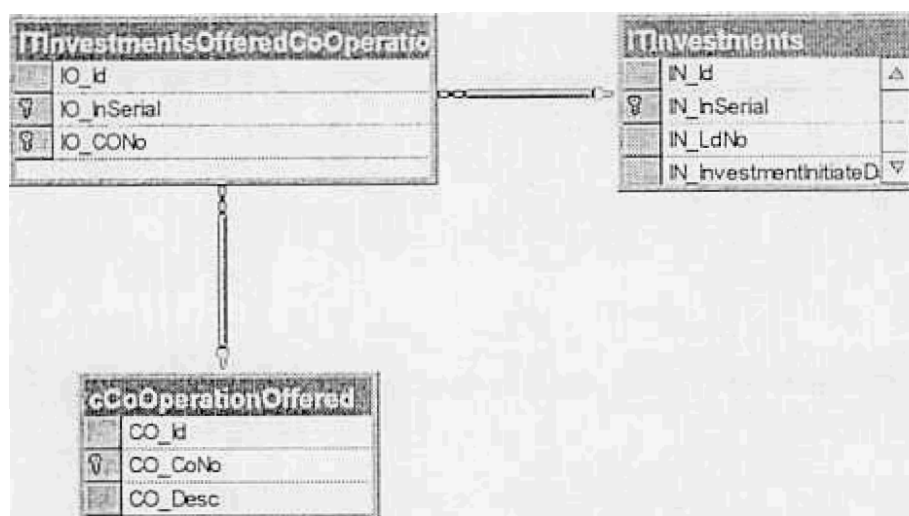


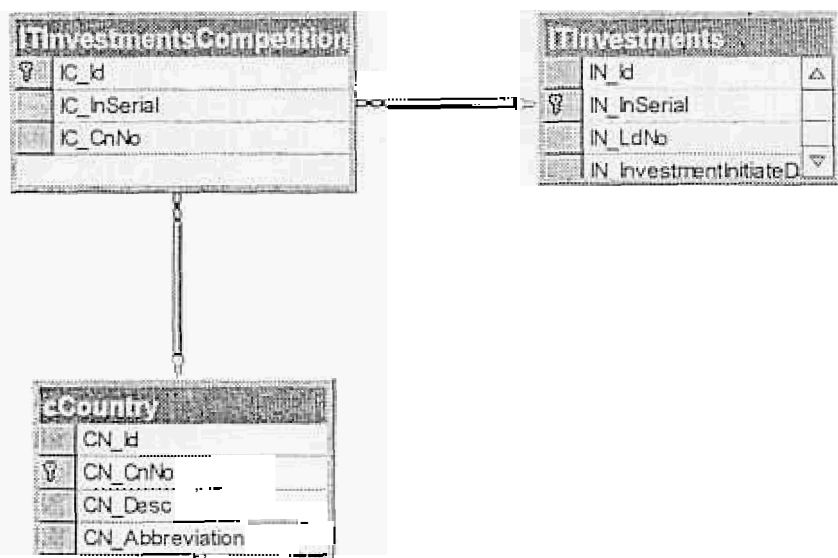


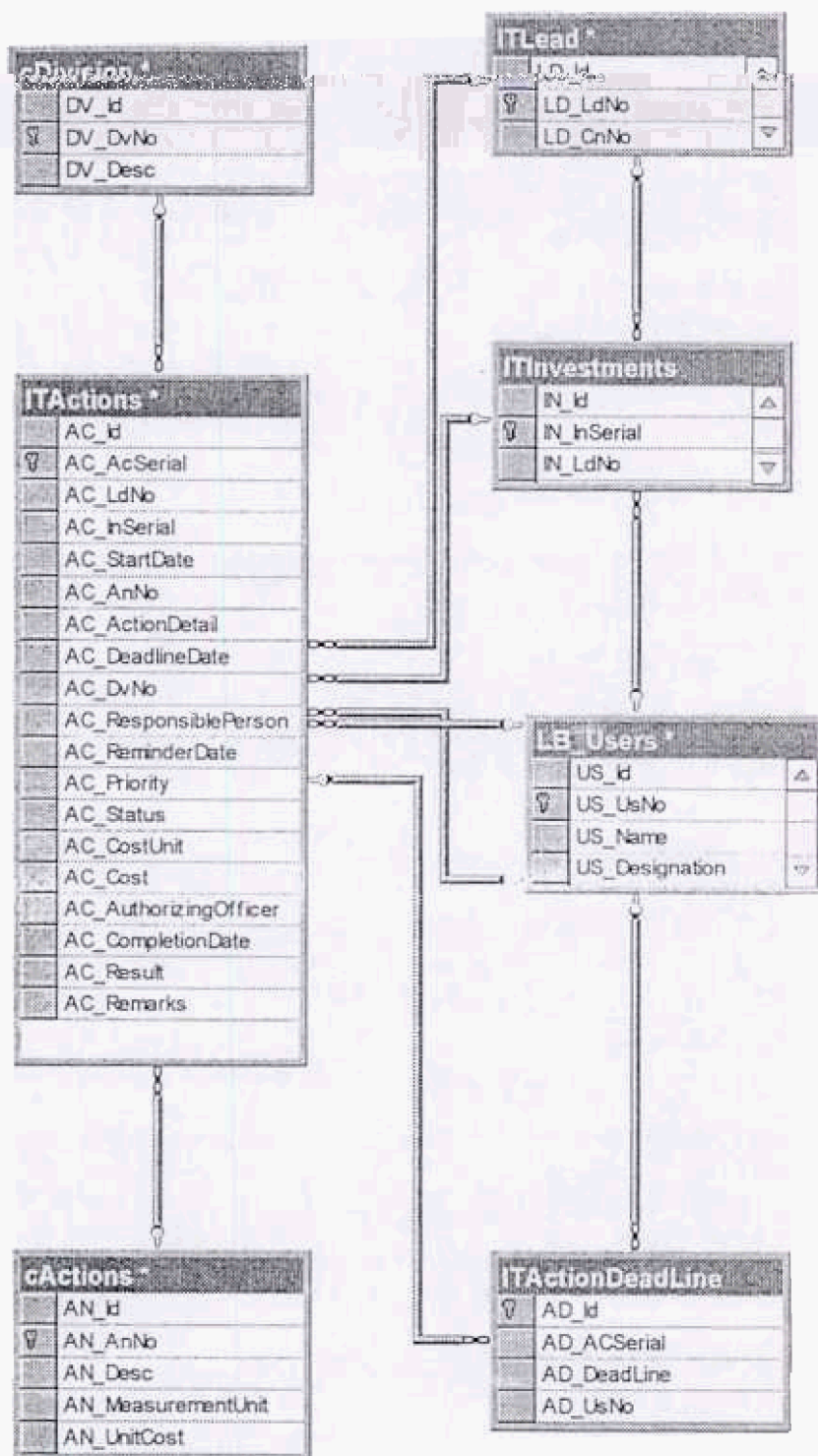


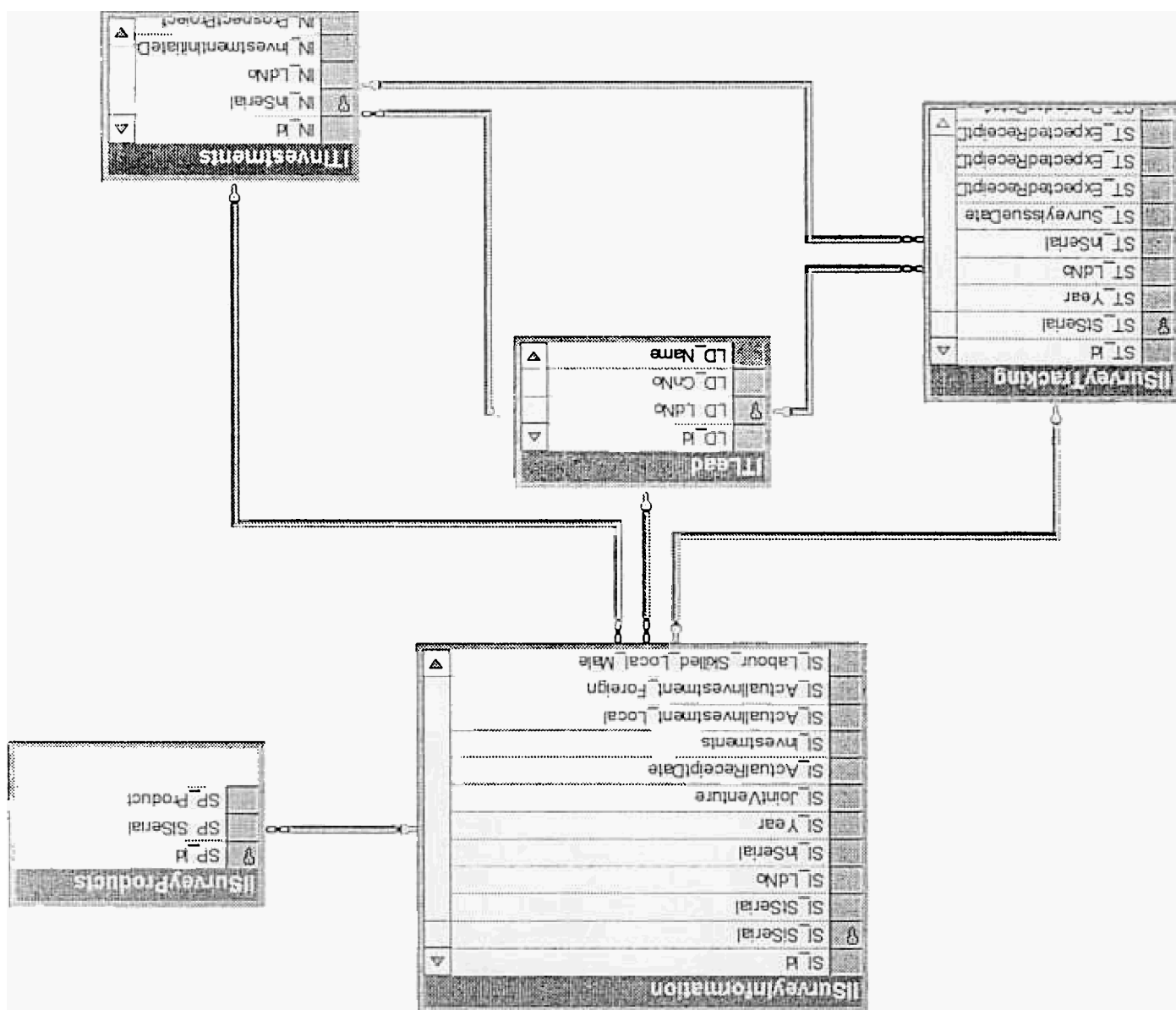




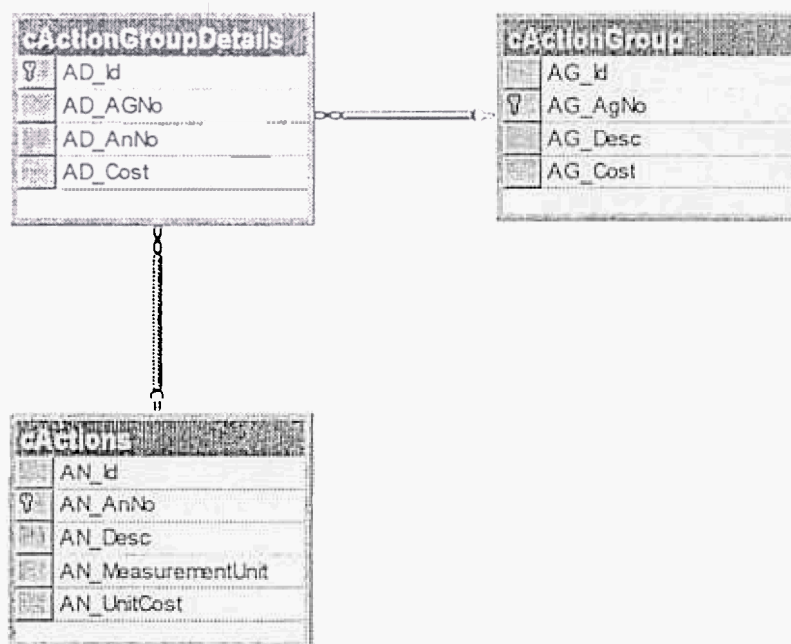








c/industry/Sector		c/industry/SubSector	
	IS_Id		SS_Id
	IS_IsNo		SS_SsNo
	IS_Desc		SS_Desc
	IS_SIC		SS_IsNo
			SS_SIC



LB_UserTransaction	
UT_Id	
UT_UsNo	
US_TransactionDate	
US_FileName	
US_RecordId	
US_TransactionType	

LB_Users	
US_Id	
US_UsNo	
US_Name	
US_Designation	
US_UserLevel	
US_Supervisor	
US_DvNo	
US_InvestmentTarget	
US_Passw ord1	
US_Passw ord2	
US_Passw ord3	
US_Passw ord4	
US_Passw ord5	
US_Passw ordExpiryDate	
US_Passw ordStopped	

LB_UserTargets	
UI_Id	
UI_UsNo	
UI_Year	
UI_TargetLeads	
UI_TargetInvestments	

ITActions	
AC_Id	
AC_AcSerial	
AC_LdNo	
AC_InSerial	
AC_StartDate	
AC_AnNo	
AC_ActionDetail	
AC_DeadlineDate	
AC_DvNo	
AC_ResponsibilePerson	
AC_ReminderDate	
■■■■■■■	

ITInvestments	
IN_Id	
IN_InSerial	
IN_LdNo	
IN_InvestmentInitiateD	
IN_ProspectProject	
IN_ProjectDetails	
IN_InNo	
IN_InNo	
IN_IsNo	
IN_SsNo	
IN_LoNo	
IN_LsNo	

ANNEX B

DATABASE DICTIONARY

Table Name: cActionGroup

Table Description: Action Group Definition

Table ID: AG

Table Module: Code Definition

Columns

Name	Type	Size
AG_Id	Number (Long)	4
AG_AgNo	Number (Integer)	2
AG_Desc	Text	30

Table Indexes

Name

IX_cActionGroup_Desc

Fields:

Unique

AG_Desc, Ascending

PK_cActionGroup

Fields:

Primary

AG_AgNo, Ascending

Table: cActions
Table Description: Action Definition File
Table ID: AN
Table Module: Code Definition

Columns

Name	Type	Size
AN-Id	Number (Long)	4
AN-AnNo	Number (Integer)	2
AN-Desc	Text	30
AN-Measurementunit	Text	8
AN_UnitCost	Currency	8

Table Indexes

Name	
IX_cActions_Desc Fields:	Unique AN-Desc, Ascending
PK_cActions Fields:	Primary AN-AnNo, Ascending

Table: cActionGroupDetails

Table Description: Action Group Details of Sub-Actions File

Table ID: AD

Table Module: Code Definition

Columns

Name	Type	Size
AD-Id	Number (Long)	4
AD-AgNo	Number (Integer)	2
AD-AnNo	Number (Integer)	2

Table Indexes

Name	
IX_cActionGroupDetails_AgNoAnNo	Unique
Fields:	AD_AgNo, Ascending
	AD_AnNo, Ascending
PK_cActionGroupDetails Primary	
Fields:	AD-Id, Ascending

Table: cAssistanceRequired

Table Description: Required Assistance Definition File

Table ID: AR

Table Module: Code Definition

Columns

Name	Type	Size
AR_Id	Number (Long)	4
AR_ArNo	Number (Integer)	2
AR_Desc	Text	30

Table Indexes

Name IX_cAssistanceRequired-Desc Fields:	Unique AR_Desc, Ascending
PK_cAssistanceRequired Primary Fields:	AR_ArNo, Ascending

Table: cCoOperationOffered
Table Description: Cooperation offered Definition File
Table ID: CO
Table Module: Code Definition

Columns

Name	Type	Size
CO_Id	Number (Long)	4
CO_CoNo	Number (Integer)	2
CO_Desc	Text	30

Table Indexes

Name	
IX_cCoOperationOffered_Desc	Unique
Fields:	CO_Desc, Ascending
PK_cCoOperationOffered Primary	
Fields:	CO_CoNo, Ascending

Table: cCountry

Table Description: Country Definition File

Table ID: CN

Table Module: Code Definition

Columns

Name	Type	Size
CN_Id	Number (Long)	4
CN_CnNo	Number (Integer)	2
CN_Desc	Text	30
CN_Abbreviation	Text	4

Table Indexes

Name	
IX_cCountry_Desc Fields:	Unique CN_Desc, Ascending
IX_cCountry_Abbreviation Fields:	Unique CN_Abbreviation, Ascending
PK_cCountry Fields:	Primary CN_CnNo, Ascending

Table: cIndustrySector

Table Description: Industry Sector Definition File

Table ID: IS

Table Module: Code Definition

Columns

Name	Type	Size
IS-Id	Number (Long)	4
IS_IsNo	Number (Integer)	2
IS-Desc	Text	30
IS-SIC	Number (Long)	4

Table Indexes

Name	
IX_cIndustrySector-Desc Fields:	Unique IS-Desc, Ascending
PK_cIndustrySector Fields:	Primary IS_IsNo, Ascending

Table : cIndustrySubSector

Table Description: Industry Subsector Definition File

Table ID: SS

Table Module: Code Definition

Columns

Name	Type	Size
SS_Id	Number (Long)	4
SS_SsNo	Number (Integer)	2
SS_Desc	Text	30
SS_IsNo	Number (Integer)	2
SS_SIC	Number (Long)	4

Table Indexes

Name	
IX_cIndustrySubSector_Desc Fields:	Unique SS_Desc, Ascending
IX_cIndustrySubSector_IsNo Fields:	SS_IsNo, Ascending
PK_cIndustrySubSector Primary Fields:	SS_SsNo, Ascending

Table: **clInvestmentType**
Table Description: Investment Definition File
Table ID: IV
Table Module: Code Definition

Columns

Name	Type	Size
IV_Id	Number (Long)	4
IV_IvNo	Number (Integer)	2
IV_Desc	Text	30

Table Indexes

Name	
IX_clInvestmentType_Desc	Unique
Fields:	IV_Desc, Ascending
PK_clInvestmentType	Primary
Fields:	IV_IvNo, Ascending

Table: cInvestorType
Table Description: Investor Type Definition File
Table ID: IT
Table Module: Code Definition

Columns

Name	Type	Size
IT-Id	Number (Long)	4
IT_ItNo	Number (integer)	2
IT-Desc	Text	30

Table Indexes

Name	
IX_cInvestorType_Desc	Unique
Fields:	IT_Desc, Ascending
PK_cInvestorType	Primary
Fields:	IT_ItNo, Ascending

Table : cLeadSource
Table Description: Lead Source Definition File
Table ID: **AG**
Table Module: Code Detinition

Columns

Name	Type	Size
LS_Id	Number (Long)	4
LS_LsNo	Number (Integer)	2
LS_Desc	Text	30
LS_IPCintiative	Bit	1

Table Indexes

Name	
IX_cLeadSource_Desc Fields:	Unique LS_Desc, Ascending
PK_cLeadSource Fields:	Primary LS_LsNo, Ascending

Table: cLocation
Table Description: Potential investment Areas Detinition File
Table ID: LO
Table Module: Code Definition

Columns

Name	Type	Size
LO-Id	Number (Long)	4
LO_LoNo	Number (Integer)	2
LO-Location	Text	30
LO-Region	Text	30

Table Indexes

Name	
IX_cLocation_RegionLocation Fields:	Unique LO-Region, Ascending LO-Location, Ascending
PK_cLocation Fields:	Primary LO_LoNo, Ascending

Table: cSalesStatus

Table Description: Sales Cycle Status Definition File

Table ID: ST

Table Module: Code Definition

Columns

Name	Type	Size
ST_Id	Number (Long)	4
ST_StNo	Number (Integer)	2
ST_Desc	Text	30

Table Indexes

Name	
IX_cSalesStatus_Desc	Unique
Fields:	ST_Desc, Ascending
PK_cSalesStatus	Primary
Fields:	ST_StNo, Ascending

Table: cDivision

Table Description: Division Definition File

Table ID: DV

Table Module: Code Definition

Columns

Name	Type	Size
DV_Id	Number (Long)	4
DV_DvNo	Numbsr (byte)	1
DV_Desc	Text	30

Table Indexes

Name	
IX_cDivision_Desc	Unique
Fields:	DV_Desc, Ascending
PK_cDivision	Primary
Fields:	DV_DvNo, Ascending

Table: cTerminationReason
Table Description: Follow up Termination Reason Definition File
Table ID: TR
Table Module: Code Definition

Columns

Name	Type	Size
TR_Id	Number (Long)	4
TR-TrNo	Number (Integer)	2
TR_Desc	Text	30

Table Indexes

Name	
IX_cTerminationReason_Desc Fields:	Unique TR_Desc, Ascending
PK_cTerminationReason Primary Fields:	TR_TrNo, Ascending

Table: LB_Calendar

Table Description: System Calendar Definition File

Table ID: CL

Table Module: System Library

Columns

Name	Type	Size
CL_Id	Number (Long)	4
CL_Date	Date/Time	8
CL_Status	Number (Byte)	1

Table Indexes

Name	
PK_LB_Calendar	Primary
Fields:	CL_Date, Ascending

Table: LB_Privileges

Table Description: Users Menu Access privileges File

Table ID: MP

Table Module: System Library

Columns

Name	Type	Size
MP_Id	Number (Long)	4
MP_MnSerial	Number (Integer)	2
MP_User1	Bit	1
MP_User2	Bit	1
up to		
MP_User999	Bit	1

Table Indexes

Name	
PK_LB_Privileges	
Primary	
Fields:	MP_MnSerial, Ascending

Table: LB_Menu
Table Description: IPC/MIS Menu File
Table ID: MN
Table Module: System Library

Columns

Name	Type	Size
MN_MnSerial	Number (Integer)	2
MN_Desc	Text	50
MN_Parent	Number (Integer)	2
MN_MenuPosition	Number (Byte)	1
MN_BarPosition	Number (Byte)	1
MN_Tag	Text	50

Table Indexes

Name	
PK_LB_Menu	Primary
Fields:	MN_MnSerial, Ascending

Table: LB_Users

Table Description: IPC Officers Definition File

Table ID: US

Table Module: System Library

Columns

Name	Type	Size
US-Id	Number (Long)	4
US_UsNo	Number (Integer)	2
US-Name	Text	30
US_Designation	Text	30
US_UserLevel	Number (Byte)	1
US-Supervisor	Number (Integer)	2
US_DvNo	Number (byte)	1
US_InvestmentTarget	Number (Integer)	2
US_Password1	Text	a
US Password2	Text	8
US Password3	Text	a
US Password4	Text	a
US Password5	Text	a
US_PasswordExpiryDate	Date/Time	8
US_PasswordStopped	Number (Byte)	1

Table Indexes

Name	
IX_LB_Users_Name	Unique
Fields:	US-Name, Ascending
IX_LB_Users_PasswordStopped	
Fields:	US_PasswordStopped, Asc.
IX_LB_Users_Supervisor	
Fields:	US_ Supervisor, Asc.
PK_LB_Users	Primary
Fields:	US_UsNo, Ascending

Table: LB UserTargetsTable Description: IPC Officers Investment Targets Definition FileTable ID: UITable Module: System Library**Columns**

<u>Name</u>	<u>Type</u>	<u>Size</u>
UI Id	Number (Long)	4
UI UsNo	Number (Integer)	2
UI Year	Number (Integer)	2
UI TargetLeads	Number (Integer)	2
UI TaraetInvestment	Currency	8

Table: LB_UserTransaction

Table Description: IPC Officers Transactions Logging File

Table ID: UT

Table Module: General Module

Columns

Name	Type	Size
UT_Id	Number (Long)	4
UT_UsNo	Number (Integer)	2
UT_TransactionDate	Date/Time	
UT_Filename	Text	30
UT_RecordId	Number (Long)	4
UT_TransactionType	Text	10

Table Indexes

Name

IX_LB_UserTranscation_UsNo

Fields:

UT_UsNo, Ascending

IX_LB_UserTranscation_TransactionDate

Fields:

UT_ TransactionDate

IX_LB_UserTranscation_FileName

Fields:

UT_FileName, Ascending

Table: **ITLead**
Table Description: Potential Investor information File
Table ID: LD
Table Module: Investor Tracking

Columns

Name	Type	Size
LD_Id	Number (Long)	4
LD_LdNo	Number (Long)	4
LD_CnNo	Number (Integer)	2
LD_Name	Text	45
LD_Address1	Text	45
LD_Address2	Text	45
LD_Address3	Text	45
LD_Address4	Text	45
LD_Tel1	Text	20
LD_Tel2	Text	20
LD_Tel3	Text	20
LD_Tel4	Text	20
LD_Tel5	Text	20
LD_Fax1	Text	20
LD_Fax2	Text	20
LD_EMail1	Text	35
LD_EMail2	Text	35
LD_URL	Text	35
LD_InNo	Number (Integer)	2
LD_VNNo	Number (Integer)	2

Table Indexes

Name	
IX_ITLead_Id	Unique
Fields:	LD_Id, Ascending
IX_ITLead_Name	Unique
Fields:	LD_Name, Ascending
PK_ITLead	Primary
Fields:	LD_LdNo, Ascending

Table: ITLeadContacts

Table Description: Lead Contact Information File

Table ID: CO

Table Module: Investor Tracking

Columns

Name	Type	Size
CO_Id	Number (Long)	4
CO_LdNo	Number (Long)	4
CO_Name	Text	45
CO_Address1	Text	45
CO_Address2	Text	45
CO_Address3	Text	45
CO_Address4	Text	45
CO_CnNo	Number (Integer)	2
CO_Tel1	Text	20
CO_Tel2	Text	20
CO_Fax	Text	20
CO_EMail	Text	35
CO_MainContact	Number(Byte)	1

Table Indexes

Name	
IX_ITLeadContacts_LdNo	
Fields:	CO_LdNo, Ascending
IX_ITLeadContacts_LdNoMainContact	
Fields:	Unique CO_LdNo, Ascending CO_MainContact, Ascending
IX_ITLeadContacts_LdNoName	
Fields:	Unique CO_LdNo, Ascending CO_Name, Ascending
PK_ITContacts	
Fields:	Primary CO_Id, Ascending

~~Table: ITLeadAssistanceRequired~~

~~Table: ITLeadOfferedCoOperation~~

Table: ITInvestments

Table Description: Potential Investment Summary File

Table ID: IN

Table Module: Investor Tracking

Columns

Name	Type	Size
IN-Id	Number (Long)	4
IN_InSerial	Number (Integer)	2
IN_LdNo	Number (Long)	4
IN_InvestmentInitiateDate	Date/Time	8
IN_ProspectProject	Text	30
IN_ProjectDetails	Memo	-
IN_ItNo	Number (Integer)	2
IN_IvNo	Number (Integer)	2
IN_IsNo	Number (Integer)	2
IN_SsNo	Number (Integer)	2
IN_LoNo	Number (Integer)	2
IN_LsNo	Number (Integer)	2
IN_PlannedInvestment	Currency	8
IN_SourceDetails	Memo	-
IN_StNo	Number (Integer)	2
IN_TrNo	Number (Integer)	2
IN-Submitted	Number (Byte)	1
IN-Approved	Number (Byte)	1
IN-Lost	Number (Byte)	1
IN_Suspended	Number (Byte)	1
IN_WinPossibility	Number (Byte)	1
IN_ApprovalDate	Date/Time	8
IN_SubmittalDate	Date/Time	8
IN_LostDate	Date/Time	8
IN_ResponsiblePerson	Number (Integer)	2
IN_ReinitiateDate	Date/Time	8
IN_PlannedStartDate1	Date/Time	8
IN_PlannedStartDate2	Date/Time	8
IN_PlannedStartDate3	Date/Time	8
IN_CommencementDate	Date/Time	8
IN_Description	Memo	-
IN_Investment_Y1_Foreign	Currency	8
IN_Investment_Y2_Foreign	Currency	8
IN_Investment_Y3_Foreign	Currency	8
IN_Investment_Y4_Foreign	Currency	8
IN_Investment_Y5_Foreign	Currency	8
IN-Investment-Y1_Local	Currency	8
IN_Investment_Y2_Local	Currency	8
IN_Investment_Y3_Local	Currency	8
IN_Investment_Y4_Local	Currency	8
IN-Investment_Y5_Local	Currency	8

Table: IT Investments (Cont.,

Name	Type	
IN_Employment_Y1_Skilled_Local_Male	Number (Integer)	2
IN_Employment_Y1_Skilled-Local-Female	Number (Integer)	2
IN_Employment_Y1_Skilled_Forign_Male	Number (Integer)	2
IN_Employment_Y1_Skilled_Forign_Female	Number (Integer)	2
IN_Employment_Y1_SemiSkilled-Local-Male	Number (Integer)	2
IN_Employment_Y1_SemiSkilled_Local_Female	Number (Integer)	2
IN_Employment_Y1_SemiSkilled_Forign_Male	Number (Integer)	2
IN_Employment_Y1_SemiSkilled_Forign_Female	Number (Integer)	2
IN_Employment_Y1_UnSkilled_Local_Male	Number (Integer)	2
IN_Employment_Y1_UnSkilled-Local-Female	Number (Integer)	2
IN_Employment_Y1_UnSkilled_Forign_Male	Number (Integer)	2
IN_Employment_Y1_UnSkilled-Forign-Female	Number (Integer)	2
IN_Employment_Y2_Skilled_Local_Male	Number (Integer)	2
IN_Employment_Y2_Skilled_Local_Female	Number (Integer)	2
IN_Employment_Y2_Skilled_Forign_Male	Number (Integer)	2
IN_Employment_Y2_Skilled_Forign_Female	Number (Integer)	2
IN_Employment_Y2_SemiSkilled_Local_Male	Number (Integer)	2
IN_Employment_Y2_SemiSkilled_Local_Female	Number (Integer)	2
IN_Employment_Y2_SemiSkilled_Forign_Male	Number (Integer)	2
IN_Employment_Y2_SemiSkilled_Forign_Female	Number (Integer)	2
IN_Employment_Y2_UnSkilled-Local-Male	Number (Integer)	2
IN_Employment_Y2_UnSkilled-Local-Female	Number (Integer)	2
IN_Employment_Y2_UnSkilled_Forign_Male	Number (Integer)	2
IN_Employment_Y2_UnSkilled_Forign_Female	Number (Integer)	2
IN_Employment_Y3_Skilled-Local-Male	Number (Integer)	2
IN_Employment_Y3_Skilled_Local_Female	Number (Integer)	2
IN_Employment_Y3_Skilled_Forign_Male	Number (Integer)	2
IN_Employment_Y3_Skilled_Forign_Female	Number (Integer)	2
IN_Employment_Y3_SemiSkilled_Local_Male	Number (Integer)	2
IN_Employment_Y3_SemiSkilled_Local_Female	Number (Integer)	2
IN_Employment_Y3_SemiSkilled_Forign_Male	Number (Integer)	2
IN_Employment_Y3_SemiSkilled_Forign_Female	Number (Integer)	2
IN_Employment_Y3_UnSkilled-Local-Male	Number (Integer)	2
IN_Employment_Y3_UnSkilled_Local_Female	Number (Integer)	2
IN_Employment_Y3_UnSkilled_Forign_Male	Number (Integer)	2
IN_Employment_Y3_UnSkilled-Forign-Female	Number (Integer)	2
IN_Employment_Y4_Skilled-Local-Male	Number (Integer)	2
IN_Employment_Y4_Skilled-Local-Female	Number (Integer)	2
IN_Employment_Y4_Skilled_Forign_Male	Number (Integer)	2
IN_Employment_Y4_Skilled_Forign_Female	Number (Integer)	2
IN_Employment_Y4_SemiSkilled_Local_Male	Number (Integer)	2
IN_Employment_Y4_SemiSkilled_Local_Female	Number (Integer)	2
IN_Employment_Y4_SemiSkilled_Forign_Male	Number (Integer)	2
IN_Employment_Y4_SemiSkilled-Forign-Female	Number (Integer)	2
IN_Employment_Y4_UnSkilled-Local-Male	Number (Integer)	2
IN_Employment_Y4_UnSkilled_Local_Female	Number (Integer)	2

Table: I Investments (Cont.)

Name	Type	Size
IN_Employment_Y4_UnSkilled_Forign_Male	Number (Integer)	2
IN_Employment_Y4_UnSkilled_Forign_Female	Number (Integer)	2
IN_Employment_Y5_Skilled_Local_Male	Number (Integer)	2
IN_Employment_Y5_Skilled_Local_Female	Number (Integer)	2
IN_Employment_Y5_Skilled-Forign-Male	Number (Integer)	2
IN_Employment_Y5_Skilled_Forign_Female	Number (Integer)	2
IN_Employment_Y5_SemiSkilled_Local_Male	Number (Integer)	2
IN_Employment_Y5_SemiSkilled_Local_Female	Number (Integer)	2
IN_Employment_Y5_SemiSkilled_Forign_Male	Number (Integer)	2
IN_Employment_Y5_SemiSkilled-Forign-Female	Number (Integer)	2
IN_Employment_Y5_UnSkilled_Local_Male	Number (Integer)	2
IN_Employment_Y5_UnSkilled-Local-Female	Number (Integer)	2
IN_Employment_Y5_UnSkilled_Forign_Male	Number (Integer)	2
IN_Employment_Y5_UnSkilled_Forign_Female	Number (Integer)	2
IN_Land	Memo	
IN_LandExtent	Memo	
IN_Building_Administration_Condition	Text	20
IN_Building_Administration_Meters	Number (Integer)	2
IN-Building-Process-Condition	Text	20
IN_Building_Process_Meters	Number (Integer)	2
IN-Building-Storage-Condition	Text	20
IN_Building_Storage_Meters	Number (Integer)	2
IN-Water	Memo	
IN_Electricity	Memo	
IN-Sewer	Memo	
IN_SolidWaste	Memo	
IN-Transport	Memo	
IN_JointVentureInformation	Memo	
IN-ApprovedInvestment	Currency	
IN_ActualCumulativeInvestment_Local	Currency	8
IN_ActualCumulativeInvestment_Foreign	Currency	a

Table Indexes

Name

IX_ITInvestments_Approved

Fields:

IN-Approved, Ascending

IX_ITInvestments_Lost

Fields:

IN-Lost, Ascending

IX_ITInvestments_Submitted

Fields:

IN-Submitted, Ascending

IX_ITInvestments_LdNo

Fields:

IN_LdNo, Ascending

Table:: ITInvestments (Cont..)

IX_ITInvestments_ProspectProject Fields:	Unique IN_ProspectProject, Ascending
PK_ITInvestmenis Fields:	IN–Inserial, Ascending

Table: ITInvestmentsContacts

Table Description: Investment Project Contact Information File

Table ID: IC

Table Module: Investor Tracking

Columns

Name	Type	Size
IC Id	Number (Long)	4
IC Inserial	Number (Long)	4
IC Name	Text	45
IC Address1	Text	45
IC Address2	Text	45
IC Address3	Text	45
IC Address4	Text	45
IC CnNo	Number (Integer)	2
IC Tell	Text	20
IC Tel2	Text	20
IC Fax	Text	20
IC EMail	Text	35
IC Maincontact	Number(Byte)	1

Table Indexes

Name	
IX ITInvestmentsContacts Inserial	
Fields:	IC inSerial, Ascending
IX ITInvestmentsContacts InSerialMainContact	Unique
Fields:	IC Inserial, Ascending CO Maincontact, Ascending
IX ITInvestmentsContacts InSerialName	Unique
Fields:	IC Inserial, Ascending IC Name, Ascending
PK ITInvestments	Primary
Fields:	IC Id, Ascending

Table: ITInvestmentsCompetition

Table Description: Potential Investement Competition Countries File
Table ID: IC
Table Module: InvestorTracking

Columns

Name	Type	Size
IC_Id	Number (Long)	4
IC_InSerial	Number (integer)	2
IC_CnNo	Number (Integer)	2

Table Indexes

Name	
IX_ITInvestmentsCompetition_InserialCnNo	Unique
Fields:	IC_InSerial, Ascending IC_CnNo, Ascending
PK_ITInvestmentsCompetition	Primary
Fields:	IC_Id, Ascending

Table: **ITInvestmentSalesStatus**
Table Description: Sales Life Cycle Status History File
Table ID: SS
Table Module: Investor Tracking

Columns

Name	Type	Size
SS_Id	Number (Long)	4
SS_InSerial	Number (Integer)	2
SS_StNo	Number (Integer)	2
SS_Date	Date/Time	8
SS_ResponsiblePerson		

Table Indexes

Name	
IX_ ITInvestmentSalesStatus__InserialCnNo Fields:	Unique IC_InSerial, Ascending IC__CnNo, Ascending
PK_ITInvestmentSalesStatus Fields:	Primary IC_Id, Ascending

Table: ITInvestmentsAssistanceRequired

Table Description: Investment Project Required Assistance File

Table ID: IA

Table Module: investor Tracking

Columns

Name	Type	Size
IA Id	Number (Long)	4
IA InSerial	Number (Long)	4
IA ArNo	Number (Integer)	2

Table Indexes

Name	
IX ITInvestmentsAssistanceRequired InSerial	
Fields:	IA Inserial, Ascending
PK ITInvestmentsAssistanceRequired	Primary
Fields:	IA Inserial, Ascending
	IA ArNo, Ascending

Table: ITInvestmentsOfferedCoOperation
Table Description: Investment Project Offered Cooperation File
Table ID: LO
Table Module: Investor Tracking

Columns

Name	Type	Size
LO Id	Number (Long)	4
LO LdNo	Number (Long)	4
LO CoNo	Number (Integer)	2

Table Indexes

Name	
IX ITLeadOfferedCoOperation LdNo	
Fields:	LO LdNo. Ascending
PK ITLeadOfferedCoOperation	Primary
Fields:	LO LdNo, Ascending
	LO CoNo, Ascending

Table: ITActions

Table Description: Investor Action Follow Up File

Table ID: AC

Table Module: Investor Tracking

Columns

Name	Type	Size
AC_Id	Number (Long)	4
AC_AcSerial	Number (Long)	4
AC_LdNo	Number (Long)	4
AC_InSerial	Number (Integer)	2
AC_StartDate	Date/Time	8
AC_ActionType	Number (Byte)	1
AC_AnNo	Number (Integer)	2
AC_AgNo	Number (Integer)	2
AC_ActionDetail	Memo	-
AC_DeadlineDate	Date/Time	8
AC_ResponsiblePerson	Number (Integer)	2
AC_DvNo	Number (Byte)	1
AC_ReminderDate	Date/Time	8
AC_CompletionDate	Date/Time	8
AC_Priority	Number (Byte)	1
AC_Status	Number (Byte)	1
	(suspended, completed, pending)	
AC_CostUnit	Number (Integer)	2
AC_Cost	Currency	8
AC_AuthorizingOfficer	Number (Integer)	2
AC_Result	Memo	-
AC_Remarks	Memo	-

Table Indexes

Name

IX_ITActions_Date

Fields:

AC_Date, Ascending

IX_ITActions_InSerial

Fields:

AC_InSerial, Ascending

IX_ITActions_ResponsiblePerson

Fields:

AC_ResponsiblePerson, Asc

IX_ITActions_DeadlineDate

Fields:

AC_DeadlineDate, Ascending

Table *Indexes (Cont..)*

Name

IX_ITActions_ReminderDate

Fields:

AC_ReminderDate, Ascending

IX_ITActions_Status

Fields:

AC_Status, Ascending

IX_ITActions_DvNo

Fields:

AC_DvNo, Ascending

IX_ITActions_ActionTypeAnNo

Fields:

AC_ActionType, Ascending

AC_AnNo, Ascending

IX_ITActions_ActionTypeAgNo

Fields:

AC_ActionType, Ascending

AC_AgNo, Ascending

PK_ItActions

Fields:

Primary

AC_AcSerial, Ascending

Table : ITActionDeadLine

Table Description: Action Deadline Extension History File

Table ID: AD

Table Module: Investor Tracking

Columns

Name	Type	Size
AD-Id	Number (Long)	4
AD_ACSerial	Number (Long)	4
AD_UsNo	Number (Integer)	2
AD_DeadLine	Date/Time	8

Table indexes

Name	
IX_ITActionDeadLine_ACSerial Fields:	AD_ACSerial, Ascending
PK_ITActionDeadLine Fields:	Primary AD-Id, Ascending

Table: **IISurveyTracking**

Table Description: Tracking Survey Forms File

Table ID: ST

Table Module: Investor Information

Columns

Name	Type	Size
ST_Id	Number (Long)	4
ST_StSerial	Number (Long)	4
ST-Year	Number (Integer)	2
ST_LdNo	Number (Long)	4
ST-Inserial	Number (Integer)	2
ST_SurveyIssueDate	Date/Time	8
ST_ExpectedReceiptDate1	Date/Time	8
ST_ExpectedReceiptDate2	Date/Time	8
ST_ExpectedReceiptDate3	Date/Time	8
ST_Reminder1Date	Date	8
ST_Reminder2Date	Date/Time	8

Table Indexes

Name	
IX_IISurveyTracking_ExpectedReceiptDate1	
Fields:	ST_ExpectedReceiptDate1,Ac.
IX_IISurveyTracking_ExpectedReceiptDate2	
Fields:	ST_ExpectedReceiptDate2,Ac.
IX_IISurveyTracking_ExpectedReceiptDate3	
Fields:	ST_ExpectedReceiptDate3,Ac.
IX_IISurveyTracking_LdNoYearInSerial	Unique
Fields:	ST_LdNo, Ascending ST-Year, Ascending ST-Inserial, Ascending
PK_IISurveyTracking	Primary
Fields:	ST-Stserial, Ascending

Table: ISurveyInformation

Table Description: Investments Annual Survey Data File

Table ID: SI

Table Module: Investor Information

Columns

Name	Type	Size
SI_Id	Number (Long)	4
SI_SiSerial	Number (Long)	4
SI_StSerial	Number (Long)	4
SI_LdNo	Number (Long)	4
SI_InSerial	Number (Integer)	2
SI_ReceiptDate	Date/Time	8
SI_Year	Number (Integer)	2
SI_JointVenture	Memo	
SI_Investments	Currency	8
SI_ApprovedInvestment	Currency	8
SI-ActualInvestment_Local	Currency	8
SI_ActualInvestment_Foreign	Currency	8
SI_Labour_Skilled_Local_Male	Number (Integer)	2
SI_Labour_Skilled_Local_Female	Number (Integer)	2
SI_Labour_Skilled_Foreign_Male	Number (Integer)	2
SI_Labour_Skilled_Foreign_Female	Number (Integer)	2
SI_Labour_SemiSkilled_Local_Male	Number (Integer)	2
SI_Labour_SemiSkilled_Local_Female	Number (Integer)	2
SI_Labour_SemiSkilled_Foreign_Male	Number (Integer)	2
SI_Labour_SemiSkilled_Foreign_Female	Number (Integer)	2
SI_Labour_UnSkilled_Local_Male	Number (Integer)	2
SI_Labour_UnSkilled_Local_Female	Number (Integer)	2
SI_Labour_UnSkilled_Foreign_Male	Number (Integer)	2
SI_Labour_UnSkilled_Foreign_Female	Number (Integer)	2
SI_Salaries_Upto200_Male	Number (Integer)	2
SI_Salaries_Upto200_Female	Number (Integer)	2
SI_Salaries_201To400_Male	Number (Integer)	2
SI_Salaries_201To400_Female	Number (Integer)	2
SI_Salaries_401To600_Male	Number (Integer)	2
SI_Salaries_401To600_Female	Number (Integer)	2
SI_Salaries_601To1000_Male	Number (integer)	2
SI_Salaries_601To1000_Female	Number (Integer)	2
SI_Salaries_Above1000_Male	Number (Integer)	2
SI-Salaries-Above1000_Female	Number (Integer)	2
SI-AnnualTurnover_Local	Currency	8
SI_AnnualTurnover_Foreign	Currency	8

Table: IISurveyInformation (Conti..)

Name	Type	Size
SI_ValueAddition	Number (Byte)	1
SI_ExpansionPlans_Description	Memo	-
SI_ExpansionPlans_Investments_Foreign_Y1	Currency	8
SI_ExpansionPlans_Investments_Foreign_Y2	Currency	8
SI_ExpansionPlans_Investments_Foreign_Y3	Currency	8
SI_ExpansionPlans_Investments_Local_Y1	Currency	8
SI_ExpansionPlans_Investments_Local_Y2	Currency	8
SI_ExpansionPlans_Investments_Local_Y3	Currency	8
SI_ExpansionPlans_EmploymentGenerated_Y1	Number (Integer)	2
SI_ExpansionPlans_EmploymentGenerated_Y2	Number (Integer)	2
SI_ExpansionPlans_EmploymentGenerated_Y3	Number (integer)	2
SI_FacilityExpansion_OfficeAreaBOY	Number (Integer)	2
SI_FacilityExpansion_OfficeExpandedArea	Number (Integer)	2
SI_FacilityExpansion_FactoryAreaBOY	Number (Integer)	2
SI_FacilityExpansion_FactoryExpandedArea	Number (Integer)	2
SI_FacilityExpansion_StorageAreaBOY	Number (Integer)	2
SI_FacilityExpansion_StorageExpandedArea	Number (Integer)	2
SI_FacilityExpansion_LandUsedBOY	Number (Integer)	2
SI_FacilityExpansion_LandUsedExpandedArea	Number (Integer)	2

Table Indexes

Name	
IX_IISurveyInformation_ActualReceiptDate Fields:	SI_ActualReceiptDate, Asc
IX_IISurveyInformation_YearLdNoInSerial Fields:	Unique SI_Year, Ascending SI_LdNo, Ascending SI_InSerial, Ascending
IX_IISurveyInformation_StSerial Fields:	Unique SI_StSerial, Ascending
PK_IISurveyInformation Fields:	Primary SI_SiSerial, Ascending

Table: IISurveyProducts
Table Description: Investment Survey Products and Services File
Table ID: SP
Table Module: Investor Information

Columns

Name	Type	Size
SP_Id	Number (Long)	4
SP_SISerial	Number (Long)	4
SP_Product	Text	50

Table Indexes

Name	
IX_IISurveyProducts_SISerialProduct Fields:	Unique SP_SISerial, Ascending SP_Product, Ascending
PK_IISurveyProducts Fields:	Primary SP_Id, Ascending